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Editorial AS WE SEE IT

The leaders of the current "New Frontiers" thinking are presumably daily seeking ways and means of stimulating growth in the American economy. From time to time some strange ideas emanate from them on the subject. They seem to think chiefly if not only in terms of arbitrary stimulation of one sort or another with substantial admixtures of government control and direction of business enterprise. There must be several million — the larger part of those who are now agonizing over their income tax returns—who should be able to tell the Administration and its advisors of a far more effective way of promoting growth in American industry than any that have come to light so far. It is understood that the President and his advisers are at work upon certain suggestions for tax reform, but there is as yet no indication that any changes that they may presently suggest will really reach to the heart of the matter.

Penalties on the Successful

What is needed is not the provision of incentives through tax changes, but a removal of the dead hand of certain features of the present tax system. Not only the rates, which are high enough in all conscience, but the rate of progressiveness in the income tax schedules which tends so definitely to cripple initiative. For those who must, or who find it advisable for any reason, to file separate returns (that is not "joint" returns with a spouse) the rates run to deterrent levels at relatively low levels of income. Such a taxpayer who has managed to raise his taxable income to a thousand a month must pay Uncle Sam forty-three dollars out of every hundred that he adds to his income—that is at least forty-three dollars, for so soon as he passes fourteen thousand the penalty increases and continues to increase as the excess over a thousand a month increases. By the time $16,000 a year is passed, the tax take is fully one-half of the increment above that figure.

And at that we are nowhere near the normal or usual income of those who have made (Continued on page 52)

Over-Counter Market—National Shopping Center for Securities

By Dr. Ira U. Cobleigh, *Enterprise Economist*

The breadth and diversity of the over-the-counter market and the unique investment opportunities available only in this market are discussed. Plus a completely updated tabulation of unlisted common stocks which have paid uninterrupted cash dividends for from 5 to 177 consecutive years.

With seats on the New York Stock Exchange selling at the highest prices in a quarter of a century, and with a spate of five million share days recently, our old friend, the Over-the-Counter Market seems quite neglected from the publicity standpoint. This is unfortunate and we propose to do our best to correct this situation; to play the spotlight again on what is by far the largest, the broadest, the most diverse trading arena in the world.

Breadth in Bonds

In bonds, the Over-the-Counter Market is massively dominant. From the smallest industrial debenture to the trading of large blocks of bonds of our greatest corporations the transactions are preponderantly over-the-counter. Even where corporate obligations are actively traded on some exchange, if 50 or more bonds are involved in a single transaction, the trade will usually be consummated over-the-counter. In municipal, governments, or special purpose and public authority bonds, the dominance of the Over-the-Counter Market is even more complete. There's little likelihood of any reduction in government debt. Over 90% of all United States Government bonds, and all indirect governmental obligations such as Federal Housing issues, are traded in huge volumes, in the counter market. Almost without exception the bonds of cities, states, counties and districts are orginally offered and bought, sold and quoted over-the-counter. In other words the choicest fixed income investments in the world today, those protected by the faith and credit of regional and local governments and their myriad subdivisions—all these bulwarks of institutional investment portfolios are obtainable only in the Over-the-Counter Market. This fact alone should do much to dispel the prejudice of the untutored and uninformed who have, in their ignorance, tended to regard non-listed securities as of dubious quality.

The obligations of our neighbor, Canada, its provinces and municipalities, widely held among our most astute and discerning corporate and institutional investors, have their market in great volume in the same market.

Bonds in general are traded less frequently than stocks, so it is in stocks that the virtuosity, volatility and variety of the Over-the-Counter Market is more apparent. Here your selection can range from a promotional or risky mining or industrial issue selling at a few pennies a share to mature, long dividend paying stocks of some of our most respected corporate enterprises. There is, moreover, no price limit. You can buy a citadel of financial (Continued on page 26)

OVER-THE-COUNTER MARKET ISSUE

The Security I Like Best . . .

A continuous forum in which, each week, a different group of experts in the investment and advisory field from all sections of the country participate and give their reasons for favoring a particular security.

This Week's Forum Participants and Their Selections

Aerosonic Corporation—James L. Morris, Partner, Powell, Kistler & Co., Fayetteville, North Carolina. (Page 2)

American Ice Company — Edward L. Brennan, Investment Analyst, Hardy & Co., New York City. (Page 2)

JAMES L. MORRIS
Partner, Powell, Kistler & Co., Fayetteville, North Carolina
Members: New York Stock Exchange, Midwest Stock Exchange

Aerosonic Corporation

Small at present, but growing rapidly and already substantial in its field, is Aerosonic Corporation of Clearwater, Fla. The company is one of a mere handful of firms manufacturing such mechanical aircraft instruments, as altimeters, rate-of-climb indicators, cabin pressure indicators, compasses and air speed indictors. Mechanical instruments, far from giving ground to electronics, are found in practically every airplane flying today and the United States Government actually requires that at least one set of such mechanical instruments be in each military aircraft regardless of how many sets of electronic instruments it carries.

James L. Morris

Aerosonics is almost a completely integrated operation and with the exception of such things as the glass faces and other minor items of the instruments, the company engineers, develops and manufactures the complete instrument from the basic raw material. All parts of the instruments must be built to extremely close tolerances and the whole instrument as well as its component parts, is subjected throughout the operation to exceptionally high quality testing, all within the company's plant.

Aerosonics is not an old company, having been brought into existence in 1953 by two young engineers who have spent all of their business lives in the aircraft instrument field. The company has moved rapidly, and sales have grown from a nominal amount in 1954 to $882,000 for the year ended May 31, 1960. Net income has kept pace with this rise in sales from a loss in 1954 to a profit of $54,000 in 1960. For the five months ended Oct. 31, 1960, sales amounted to $729,000 and a net profit of $152,000 or 27 cents per share was reported. Estimates are for earnings in the vicinity of 50 cents per share for the year to end May 31, 1961.

Up to the present time, most of the company's business has been with the military. In this market, consisting of only about 30,000 aircraft, the company has been successful in compiling its enviable record. More emphasis is constantly being placed on other markets and the company is rapidly penetrating the commercial and private aircraft field. Some idea of the potential of this market can be gained when it is realized that there are approximately 70,000 aircraft operating in these two fields, and the number is increasing by thousands every year.

One of the most lucrative future markets is expected to be that in the private aircraft field. This field is growing more rapidly than any other in the number of airplanes in service, and up to now, most instruments in private planes have been surplus instruments obtained primarily from government sources. The supply of these instruments has been dwindling rapidly over the years, and it is estimated that it will begin to give out within the next year or two years. When that happens, these airplanes will be dependent on new instruments for original and replacement equipment.

Normally, instruments are serviceable for from one to three years before major repairs or replacements are necessary. These instruments are not normally high cost items and it is usually more economical to replace them completely than it is to undertake major repairs. This results in a continuing market for the company's products and if repairs are deemed advisable, the company in many cases does this work also. Even though repair work might be done by some other firm, Aerosonic may still furnish necessary parts. As a matter of fact, any order for instruments also results in a substantial amount of spare parts business for the company at the time the order is made up.

Aerosonic has recently developed an integral lighting system which is adaptable to every instrument in its line, and this development will doubtless be of tremendous benefit to the company. Heretofore, all instruments of this type have been lighted from external sources. Aerosonic is the only company presently manufacturing integrally lighted instruments at reasonable cost. This development has been extensively tested in the factory and in actual aircraft use and has been found completely satisfactory in every respect. To meet all specifications, each instrument is lighted, in either white or red at the user's option, merely by the flick of a switch.

Competition is notably limited in the case of mechanical aircraft instruments. This is true in large measure because these instruments are custom made and it is not economically feasible for large corporations to gear themselves for such production activities since the process does not lend itself to assembly line operations. Smaller corporations are kept out of the field to some degree because of a lack of technical know-how to operate this line profitably and to produce quality instruments at low cost. It would take a new company a matter of years to reach the technical proficiency now possessed by Aerosonics and the one or two other companies in the field.

In addition to the merits possessed by Aerosonic Corporation itself, the present national Administration is going all out to be of service to small business. Along this line, one of the requirements of government contracts for aircraft instruments is that such instruments must be procured from a small business as defined in Government Regulations. At this point, at least, Aerosonic meets this definition of a small business.

These are the high-lights. There is much more, but suffice to say that Aerosonic possesses all the attributes of a growth company. The capitalization is simple and small consisting only of 569,500 shares of common stock; it is a well conceived and well operated business; it operates in an essential industry and competition is at a minimum. The current backlog of business stands at around $1,000,000 with an additional million in the bidding stage. Finances are sound and the company is, and has for some time been, on a cash dividend basis.

The stock is traded in the Over-the-Counter Market and is presently quoted at about 12.

EDWARD L. BRENNAN
Investment Analyst, Hardy & Co., New York City
Members: New York Stock Exchange, American Stock Exchange

American Ice Company

Rare indeed is the security in today's market which provides substantial income together with outstanding growth potential. Yielding 5% and selling at under ten times estimated 1961 earnings, American Ice common stock possesses these qualities in precisely the required rare combination.

The Background

Until three years ago, American Ice was moving along slowly with its basic product lines and with no dynamic plans for future expansion. In early 1958, a group headed by Joseph S. Robinson, now Chairman of the Board, took control of the company. The operational changes since instituted have dramatically altered American Ice's profit curve and future prospects.

Edward L. Brennan

For example, U. S. Cold Storage Corporation (70% owned) saw its sales rise from $14 million in 1955 to $25 million in 1958. However, its share earnings actually fell over the same period—from $1.54 to $1.11. After taking control of U. S. Cold Storage in early 1959, the new management group moved profits up 21% to $1.35—even though total sales actually dropped several million dollars! This earnings improvement came through extensive reorganization and effective cost-cutting programs. Similar developments have improved the operating efficiency of the entire American Ice corporate structure.

A National Network

This structure comprises a network of separate companies operating in the Western, Central and Eastern States. Products include ice, coal, coke, fuel oil, frozen foods, poultry and egg products; services range from refrigerated and general merchandise warehousing to food freezing and the dehydration of food products.

From its headquarters in New York City, American Ice directs its two wholly-owned subsidiaries: Knickerbocker Ice and Boston Ice. These companies own and operate 30 ice-making plants with a daily capacity of 6,500 tons. In recognition of the shrinking market for ice, these companies have moved strongly into other lines. They now distribute coal, coke and fuel oil in a zone extending from Boston to Washington, D. C.

U. S. Cold Storage Corp. owns

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(This is under no circumstances to be construed as an offer to sell, or as a solicitation of an offer to buy, any security referred to herein.)

Predicting the Predictor —A Stock Market Appraisal

By Harry D. Comer, Partner, Paine, Webber, Jackson & Curtis, New York City*

Investors' attention is directed to some blunt facts about the general market which may have escaped them. Mr. Comer depicts the market as probably over-valued, vulnerable to disappointing news, and he stresses the need for an "unusual amount of caution" in selecting commitments. For those who see inflation ahead, the Wall Street partner notes: the market has already discounted it far into the future; stocks in greatest demand are not the hedge type of stocks; industrial stock prices have risen 13 times as much as earnings and stocks are up 333%, whereas cost of living is up 66%; and a substantial increase in corporate profits would be needed to prop current prices. Before describing favorable stock groups, Mr. Comer notes grounds for a possible sizable reaction.

Some years ago Jesse Livermore, the famous stock market operator, gave a hot tip on a stock to a banker. The banker passed it on to a client, who then bought the stock. The tip failed, the stock dropped, and the client complained to the banker and asked him to "bawl out" Mr. Livermore. The banker refused, saying he couldn't possibly do that. "Why not," said the customer. "Well," said the banker, "if I do that, he won't ever give me another tip."

Harry D. Comer

There is, apparently, an almost unlimited demand for market advice, especially if it comes from what is regarded as a "good source."

Somewhat similarly, there is a big demand for forecasts of economic conditions and of the stock market. The public appetite for predictions has not been lessened one whit by the fact that nearly all publicly announced forecasts for 1960 at the beginning of that year turned out to be wrong. Almost without exception these forecasts were extremely optimistic.

Yet, a year later, President Kennedy was telling Congress that "we take office in the wake of seven months of recession, three and one-half years of slack, seven years of diminished economic growth" and "with forecasts of continued slack and only slightly reduced unemployment through 1961 and 1962."

Here we are well into 1961, with the business cycle, measured by industrial production, trending downward since its peak in January of last year, unemployment currently the highest in 20 years, corporate earnings lower than a year ago, steel operations running about half of capacity, auto plants recently closing down on account of the huge inventory of unsold cars, and railroad carloadings off 13% from a year ago.

In the stock market, however, we have had soaring prices and booming activity. On daily volume reaching the highest in some five years, prices in the stock market as a whole recently pushed ahead to new all-time heights. Industrial stocks as a group surpassed their former peak set in 1959 by about 5%.

Much of the steam back of this rise in the stock market is attributed to the inflationary aspects of the Kennedy spending program.

Inflation—Deflation?

Inflation is indeed the 64 billion dollar question. It has to do with the future value of money, the common denominator of all property. Will the cost of living, now about the highest on record, continue to rise? Will the Kennedy spending programs force the cost-of-living higher? It remains to be seen what Congress will do.

Congress controls the purse strings and there is still a lot of conservatism there. For example, the recent vote on enlarging the rules committee was very close—217 in favor to 212 against—hence a majority of only five for Kennedy. (The 217 "for" included 195 Northern and Western Dems and 22 liberal Reps; the 212 "against" included 148 opposing Reps and 64 Southern Dems.) Obviously, Congress must still be reckoned with and will probably block any wild spending proposals.

Nevertheless, it is true that one of the President's top economic advisers, Prof. Samuelson, thinks a \$5 billion Federal deficit this year would be all right, provided the Administration channeled the red-ink money into devices for stopping the recession. In a recent TV broadcast Samuelson went on to say that a loss of 1½% or 2% per year in the dollar's buying power is much to be preferred to occasional economic slowdowns. I think there is dynamite in such a policy. Even if the Washington planners are aiming at any such a goal, the public should not know about it. The Administration should always pursue a program of fighting inflation as well as deflation. Otherwise, speculation might catch fire and our whole house will come tumbling down on our heads.

On the other hand Secretary of the Treasury Dillon recognizes the necessity for American industry to compete with foreign producers and hold prices down. In Mr. Dillon's words, management and labor must realize "that profits and wages need not always be increased to provide more benefits to investors and workers." Clearly the Secretary believes that in-

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THE OVER-THE-COUNTER MARKET'S INVESTMENT OPPORTUNITIES

ARTICLE starting on the cover page, "Over-Counter Market—National Shopping Center for Securities," discusses the investment opportunities inherent in securities available only in the Over-the-Counter Market as exemplified in the tabulations showing the names of banks and companies which have paid consecutive cash dividends for 10 to 177 years (Table I, page 26) as well as those in the 5- to 10-year category (Table II, page 47).

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OBSERVATIONS...

BY A. WILFRED MAY

BELL RINGING

"History, which has a painful way of repeating itself, has taught mankind that a speculative over-expansion invariably ends in over-contraction and distress. If a Stock Exchange debauch is quickly arrested by prompt and determined action, it is not too much to hope that a shrinkage of inflated stock prices may be brought about without seriously affecting the wider circle of general business. If orgies of unrestrained speculation are permitted to spread too far, however, the ultimate collapse is certain not only to affect the speculators themselves, but also to bring about a general depression involving the entire country . . . .

"The public mind does not appear to realize that the creation of an inflated purchasing power is not a monopoly enjoyed by governments. When we consider that the market value of the 50 industrial stocks, the 20 public utility stocks, and the 20 railroad shares, which are used in computing the Standard Statistics Company's index of the prices of stocks, has grown within two years from approximately $17,500,000,000 to $33,000,000,000, we find an accretion of approximately $15,500,000,000, an accretion in the majority of cases, quite unrelated to respective increases in plant, property, or earning power. Yet this stupendous bulge in 'value' covers only a limited number of corporations, and it does not include bank stocks, or some of the subtlest elements of inflation — incorporated stock pools, called 'investment trusts.' Nor does it comprise the gigantic enhancement of real estate values. One can only leave it to the imagination to guess the amount by which the inflation of values such as these exceeds the entire war debt of the United States."

This unequivocal warning concerning the saturnalia of stock market speculation of the time, was issued in the first week of March, 1929 by Paul M. Warburg, Chairman of the Federal Reserve Board.*

These unexceptionable words of wisdom were followed marketwise by a further rise-on-rise of a full 29% (300-386 by the Dow Jones Industrial Average); with the decisive peak not reached until six months later.

*In 1928 annual report of the International Acceptance Bank; cf. the *Commercial & Financial Chronicle*, March 9, 1929, pp. 1443-4.

The Funstons of the Fifties

Twenty-six years later, in March 1955, the United States Senate provided a world wide platform for the airing of stock market reflections and predictions, in its glamorous "Fulbright Committee" hearings. Coming after six years of a bull market registering a net rise of 160% (160-413 in the DJIA), the testifying witnesses' preponderant flow of cautionary observations were altogether logical. (Typically, one of the experts, in pointing to the course of events as leading "from boom to doom," cited the craze for penny stocks, tips, "blue chips" and growth issues; the entry into the market of "irrational" buyers; and foresaw a "replica of 1929's New Era rationalism which led to the poor house.")

Again demonstrating the puzzlement of the "Just how high is too high?" question, that "road to the poorhouse" has surely been circuitous. For, following the "Fulbrighters'" guessing-at-the-turn, the DJI Average has since 1955 tacked on an additional rise of 65% to 694, the new high at which it stands at this week's writing.

The Constructive Implications

The purpose of our recital is not, of course, to remove today's speculators' qualms over "our" Keith Funston's *warning* (diplomatically diluted), any more than to spoof the past Cassandras. Rather it is our constructive purpose to show:

(1) The impossibility of *timing* the impact of value factors in terms of market action. High is high, but discovery of the point of *too* high is an entirely different matter.

(2) The market never sounds a gong to signal a turn. Nor does it even ring a preliminary bell. If it did, and it was widely enough recognizable, the market crowd would increase sufficiently to start "the end" at 10 a.m. tomorrow.

The Crucial Danger

Perhaps the post-warning market rises are harmful in addition to their inflationary effects, in being empirically interpreted as "realistically" proving as academic, egg-heady, and old-fashioned buncombe, anyone's doubting of a "New Era." (The same tenor as scoffing at those concerned over the mad rush into new issues. "They double and triple, don't they"?)

"Don't Fight the Tape" (?)

Remember, the window jumpers midst the Crash in 1929 were mostly those who had been bearish in 1928, correctly on logic but "proved wrong" by the market's subsequent strength through September of 1929 (followers of that marvelous Wall Street "don't fight the tape" concept).

* * *

NAILING THE HUCKSTERS

In its attack on the disgraceful market luring and raw tipping that has been going on under cover of "free speech" in advertising the SEC now cuts a number of Gordian knots.*

Obstacles troubling those concerned over the need for reform, including the difficulty of controlling the press because of intrastate exemption and other policing difficulties, and frustration of expectations from the Federal Trade Commission, are now on the way to becoming resolved by the contemplated whole-hearted application of the Investment Advisers statute via administration by the SEC.

This gets under the text regulatory tent all promoters of security "advice" with the unimportant exception of those who deal in only one state, do not use the mails, and treat of no issues that are exchange-listed. This coverage results from amendment of the original Advisers Act, including some forced through by the late Senator Robert A. Wagner and some provisions adroitly now joined in the Commission's pending proposals.

As the proposals now appear to imply (subject to more considered later analysis), they go as far as could be desired, both in their statement of specific rules and in the blanket administrative powers given to the administrative agency, the SEC.

New Frontier

In the category of specific rules, they go far beyond the Statement of Policy which has been controlling mutual funds advertising. The latter has merely prescribed that past performance demonstrations, as with charts, must be accompanied with off-setting disclaimers which (as we have previously demonstrated) have in fact been quite ineffective. The new proposal would, in effect, bar the use of *any* performance chart, along with other self-glorifying record.

The new proposals accompany their strictures on the past with control over the abusive claims over the *future* (the "50 stocks to double your money in 6-months" kind of blurb). This would be accomplished through the proposed section (5), which is to serve as a discretionary *catch-all*, barring anything: "which contains any untrue statement of a material fact, or [sic] which is otherwise false or misleading." (Too bad the industry or the publishers could not have cooperatively adopted preventive self-regulation).

The "Systems" to the Dog-House

Furthermore, the new rules would, constructively we believe, bar the claim that any graph, chart, formula, method, system or device can in and of itself be used to determine the choice of securities, or the timing of their purchase or sale — without "fully disclosing, in close juxtaposition and with equal prominence, the limitations and difficulties with respect to its use." The practical effect of the last quoted clause will be to bar entirely these "systems"; because of the impracticability of a proponent objectively setting forth its deficiencies. (Imagine the plight of the Dow-Theorists, Point-and-Figure-ists, *et al!*)

The Commission points out that it has power "not only to define such acts and practices, but also to adopt rules designed to prevent them."

Further implementing its enforcement powers, both specific and catch-all, the Commission has the power not only to require investment advisers to maintain books and records for inspection, but also to *prescribe* the books and records to be maintained.

"Conscientious Objections"

Of course there is bound to be objection to the government's new step in control—on grounds of bureaucracy, freedom of speech and press, etc. But it seems wholly invalid to us to offer the analogy between huckstering toothpaste and suckering the uninformed into stock speculation. The former is quite harmless at worst. In the latter process, the customer's bankroll (savings) is endangered; and of great importance to the community, the inflation fire is being fueled.

The Stirring Stock Exchange

In filling voids in this control front, the Stock Exchange member firms have also been getting a "wiggle on." For a long time back, all advertising by members has been monitored and otherwise controlled by the Exchange authorities (Rule 47 states: "member organizations shall submit to the Exchange — before publication — all advertisements for approval of manner and form of presentation, unless the copy is in a general form previously approved").

The avalanche of market letters, of course, does not permit them *advance* monitoring; but they are subject to *ex post facto* checking and thus elimination of repeated abuse.

Recently in striving for further improvement, the objectives received further clarification and redefinition in a meeting of member firms with the Exchange officials who are administering the long-term rules. Although the Exchange spokesmen deny any call for drastic action (presumably as not being needed), the trend, "in line with the times," would certainly seem to be in that direction.

The Over-All Result

As always, there must remain some loop-holes in the overall regulation. But the major ones (as the misleading impression given of a Government guaranty of some categories of deposits) can be plugged by the Federal Trade Commission and the Bi-State Blue Sky Laws.

Also remaining for these auxiliary regulators is the handling of hucksters promoting the How-To (i.e., how to beat-the-market books), making an important abuse of "literature" that by itself may be relatively harmless.

But it is the SEC itself which gets our hopes—and meanwhile our Oscar award!

* In his recent report to the President, Adviser J. M. Landis pictured the "adviser" situation thus: "Controls should be extended more widely against so-called investment advisers many of whom have morals not exceeding those of tipsters at the race track."

Exec. Changes at Tom Deegan Co.

Top changes in the management and directorate of the Thomas J. Deegan Company, Inc., have been announced. The company is public relations adviser to a dozen of the country's leading corporations.

L. Richard Guylay was elected president and a director to succeed Thomas J. Deegan, Jr., who becomes chairman and chief executive officer. At the same time Morton Downey was elected to the board of directors. Mr. Guylay will assume office in the firm's New York headquarters in the new Time and Life Building on May 1.

Mr. Guylay started his career in communications as a reporter for the New York *Herald Tribune*. He then served as director of public relations for the Tax Foundation and for the Gannett Newspaper chain. Subsequently he established his present firm in 1945 in New York and Washington. He will dissolve this company on joining the Deegan firm.

He was asked to take a leave of absence from his business in 1956 to head the public relations for the second Eisenhower presidential campaign.

While he has served many clients in the political field, the major portion of Mr. Guylay's experience has been gained in public relations service to business organizations and industrial firms.

Mr. Downey is president of The Coca-Cola Bottling Company of New Haven, Connecticut and a director of the Federation Bank and Trust Company of New York and other corporations. Mr. Deegan is chairman of the executive committee of the New York World's Fair, past president of the Marketing Executives Society and a director of Briggs Manufacturing Company of Detroit, The Industrial Bank of Commerce, The Fifth Avenue Association and other organizations.

Joins Wilson, Johnson

(Special to THE FINANCIAL CHRONICLE)

SAN FRANCISCO, Calif.—Glenn R. Smith has become connected with Wilson, Johnson & Higgins, 465 California Street, members of the Pacific Coast Stock Exchange. He was formerly with Halbert, Hargrove & Co.

Reading Securities

NORTH READING, Mass. — Arthur D. Mills is now sole proprietor of Reading Securities Co., 213 Main Street.

Irwin Reingold Opens

Irwin Reingold is conducting a securities business from offices at 140 Nassau Street, New York City under the firm name of Reingold Company.

Joins Wagenseller & Durst

(Special to THE FINANCIAL CHRONICLE)

LOS ANGELES, Calif. — Warren C. Barnett has become affiliated with Wagenseller & Durst, Inc., 626 South Spring Street, members of the New York and Pacific Coast Stock Exchanges. He was formerly with Marache, Dofflemyre & Company.

Bank Term Loans and The Interest Rate Outlook

By Dale E. Sharp,* *President, Morgan Guaranty Trust Company of New York, New York City.*

New York banker questions the effectiveness of the Federal Reserve's policy of interest rate "nudging," and calls for lifting or revising Regulation Q's ceiling on certificates of deposits for both domestic and foreign accounts. Mr. Sharp strongly defends commercial banking term loans but adds that additional loans in this area should be accompanied by more time deposits. This necessitates, he adds, interest rate flexibility in order to compete against our developing "second banking system" for short term funds. Mr. Sharp sees the interest rate level firming up in discerning we are near bottom on both long and short term rates and that the year's end will find them higher.

One needs a good deal of temerity even to appear on a platform in these days. The air is charged with change and for none, I think, more than for the bankers. In less than five months we have seen a near-crisis in gold, a revaluation of the German mark, the abandonment of our own Federal Reserve System of the "bills preferably" policy, and a decision by the New York City banks, after nearly 30 years, to pay interest on the time deposits of domestic corporations. But we have accommodated ourselves to change, I think, as well as any other branch of enterprise, contrary to what many outsiders seem to believe about us.

Dale E. Sharp

During the 30's, our lending rates seemed "starvation wages," but at the end of that period we were still able to assist powerfully in financing the war. The immediate postwar period was not much different rate-wise from the depression and war periods, although we had more resources and, therefore, somewhat higher earnings. Our lending rates still reflected artificial control of the money market and, as has been wisely said, "Monetary policy is made without regard to the earnings of the banks." Not until just 10 years ago, then, did we begin to have free markets and an interest rate structure that reflected the supply of and the demand for money. This was the so-called "accord of 1951," shortly after which the Fed began operating exclusively in the short end of the list—a policy of "bills preferably." This policy has now been abandoned, with what effect only time will tell. But will be different—there has been a change.

We have demonstrated that we can abide change, but we can still insist that it stay within certain basic principles. One of these is that it is wrong to monetize the government debt, at least in peacetime. Another is that chronic budgetary deficits are wrong. Happily, the Federal Reserve has eschewed the first and the President the second, although his suggested sources of revenue for accomplishing even a cyclical budgetary balance are open to some question. Another is that we cannot indefinitely continue to incur net short-term foreign claims against us the while our gold reserve declines. Our international receipts and payments must be brought into approximate balance, else the drain on our gold reserve will accelerate—with ultimately disastrous consequences.

Happily here, too, the President recognizes the problem and has stated in unequivocal terms that we will protect the present international exchange value of the dollar and has pledged our entire gold reserve to that end. In doing so he helped to stop the wild speculation in the dollar and to reduce the gold outflow. He and the Federal Reserve Board both also have indicated a desire to discourage American short-term funds from going abroad for a higher interest rate by not allowing short-term rates here to decline too much below those abroad. However, I am not sure that this feature isn't overemphasized and I shall have something to say about it later. At the same time, the Administration has indicated a desire to bring long-term rates down in the hope of encouraging domestic investment in housing and producers' capital goods.

With respect to our adverse balance of payments, which I am sure has been discussed endlessly, nearly every solution proposed appears to have at least one disqualifying flaw. For example, it would seem that we could greatly reduce the payments deficit by cutting back sharply on foreign loans and grants. But not all of the gain would be net gain as some part of it would go to reduce our exports, entirely apart from the damage that might be done to our cause in the free world.

We doubtless could make our balance of payments look much better—for a while at least—by driving interest rates here above those abroad. This would encourage repatriation of short-term investment funds and attract additional foreign funds, but it would run counter to the desire to keep money easy in order to encourage the economy. It is partly in response to this dilemma that the Federal Reserve Board has altered its open market policy of dealing only in nearest-to-money instruments and now operates as well in the longer maturities.

Questions Federal Reserve Policy

The Federal Reserve Board has firmly denied any intent to peg markets and insists it wishes only to give a "nudge" to what are alleged to be sticky rate patterns. I am sure, however, that it would not guarantee that even this can be done successfully. It may appear to be successful when the operation is in the same direction as the general trend of the market. If the Fed should ever feel impelled to go beyond this, when there is pressure on the long end of the market, it will immediately face the dilemma of deciding what level of long-term rates is desirable at the moment and what sort of support is necessary to achieve it. Even now, the market has no way of knowing what criteria the Fed is using to govern its actions; it can only observe the magnitude of the open market operations and measure them against the result in terms of market prices. By this measurement, the operations to date have not been conspicuously successfull. Some $600 million worth of government issues with a maturity beyond one year have been purchased; despite this support, prices in this sector of the market have drifted back to about their level at the time the new policy was announced. Bill rates also are about where they were at that time.

There is one body of opinion to the effect that, even at this level of bond prices, the Fed is trying to row upstream and that, in fact, long-term Treasury issues are already selling too high when related to the gross national product and the money supply. The money supply in the last two months has been allowed to increase at an annual rate of about 4% and, without any ability to read its thoughts, it seems probable that the Fed will allow it to increase in the future at a rate higher than in the last two years. Nevertheless, if the gross national product resumes its growth, the demand for money will rise and will continue to press upon the supply. In that event, interest rates will rise notwithstanding any concurrent or intervening purchases by the Federal Reserve System. In other words, the Fed simply cannot align itself in opposition to the composite decisions of all other market influences without running the risk of unfunding (and, to some extent at least, monetizing) a large part of the government debt. As I have said earlier, I think, the Fed sees as plainly as we the ultimate consequences of such action and has vehemently disclaimed it as a policy. Nevertheless, the new approach does represent a change and we shall have to remain alert to it as it unfolds.

I discussed earlier the official concern about keeping short-term rates high enough to discourage a movement of funds abroad and suggested that this might be overemphasized. This movement was a factor, and a large factor, in increasing our adverse balance of payments in the last half of last year; but, except to the extent that the outflow was a real flight from the dollar or was advance provision for permanent investment to be made later —and there was some of both— it was a temporary influence which will reverse itself when comparative interest rates, adjusted to reflect forward exchange rates, are favorable to investment here. In other words, a loss of gold or an increase in short-term foreign claims against us, due to this factor alone, is offset by American-owned short-term claims abroad which can and will be repatriated when it is advantageous to do so. The damage, therefore, if there is any, is psychological only, although I do not wish to minimize the potential effects of psychology in this whole area.

Crux of Our Problem

However, even if these short-term movements of money could be ignored, we still have what is called the hard-core of our adverse balance to contend with. The only adequate and constructive solution to the balance-of-payments problem lies in an increase of exports, and this in turn demands wage and price policies that will keep American goods competitive in international markets. But this cannot be done if costs continue to rise, if labor is to demand and obtain, year after year, wage increases, fringe benefits, escalator clauses and so-called productivity increments that add up to more than the actual rise in output per man-hour. Such a process means increased labor cost, and hence total cost, per unit of output. Higher costs inevitably mean higher prices, and higher prices discourage exports and encourage imports, thereby contributing to our adverse balance of payments.

The President's special "task force" on the "Domestic Economy and the Balance of Payments," consisting of Mr. Allan Sproul, Dr. Roy Blough and Dr. Paul W. McCracken, made this observation:

"We must strengthen the conditions essential for vigorous price and product competition. . . . We believe that a part of our difficulty in maintaining a stable price level has arisen because our wage-making arrangements have tended to produce wage settlements averaging, for the whole economy, more than the general increase in productivity, even in the absence of an inflationary volume of demand. There are now some hopeful signs. A wider undertsanding exists of the simple fact that persistent increases in unit production costs mean a rising price level, or enlarged unemployment, or some combination of the two."

The President himself said in his address to the National Industrial Conference Board on Feb. 13:

"Government and business must turn their attention to the problem of price stability. Concern over the resumption of inflationary pressures hangs over all our efforts to restore the economy, to stimulate its growth and to maintain our competitive status abroad. . . . The public interest in major wage and price determinations is substantial. Ways must be found to bring that public interest before the parties concerned in a fair and orderly manner. . . . I want this Committee [Presidential Advisory Committee on Labor-Management Policy] to play a major role in helping promote sound wage and price policies, productivity increases and a betterment of America's competitive position in world markets. I will look to this Committee to make an important contribution to labor - management relations and to a wider undertsanding of their impact on price stability and our economic health. . . . Economic growth, plant modernization, price stability—these are all intangible and elusive goals. But they are all essential to your success and to the success of our country. Initiative, innovation, hard work and cooperation will be required, on your part, and on ours."

These views constitute a clear appeal to economic statemanship on both sides of the bargaining table. While in the past similar appeals have not been very successful, perhaps the seriousness of our balance-of-payments problem will generate a sense of urgency sufficient to bring a change.

Would Lift Time Deposits, Ceiling

And now I should like to refer briefly to time deposits. Those of us who have watched our demand deposits steadily draining way, for investment in what has come to be known as the second banking system, have wondered how we could acquire the increased resources that we should most certainly need to meet the increased loan demands of the future. And the only ready answer was, "We shall have to buy them." And we shall have to be able to pay enough for them to attract what we need in competition with other short-term investments, principally, of course, Treasury bills. In consequence, in order for this to be a reliable source of funds, there will have to be a lifting or a revision of the ceiling now provided under Regulation Q as it relates to certificates of deposit, both domestic and foreign. I shall not venture a suggestion as to whether savings deposits should be included.

For certificates of deposit, however, the need for rate flexibility is clear. The deposits that we can attract while we can be competitive with other short-term rates, as we now can, must stay with us when rates rise or the whole effort will fail. All of us who were affected are still painfully aware of the huge amount

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TAX-EXEMPT BOND MARKET

By DONALD D. MACKEY

The past week's state and municipal bond new issue calendar has been relatively light. The number of new issues was enough to keep dealers busy figuring bids, but the volume was scanty to the extent that the market has been under no pressure. This comfortable circumstance, however, did not obtain until shortly after three o'clock on Monday. Until that hour, $175,000,000 Massachusetts Turnpike Authority, Boston Extension revenue bonds (4.80s due 2000) were slated to be negotiated for a Tuesday signing and a concurrent public reoffering by the underwriting managers, F. S. Moseley & Co., The First Boston Corp., Blyth & Co., Inc. and Tripp & Co.

With the corporate bond market suffering the jitters because of heavy volume ahead, and with the longer government issues acting as though frustrated through inattention by both investors and the Federal market makers, insufficient firm order business appeared in order to place the vast Turnpike issue successfully.

It appeared, too, that a considerable difference of opinion prevailed concerning the project's feasibility. Traffic projections were high to the extent that many thoughtful investors doubted that the confines of Boston could fluidly accommodate such traffic density at the peak hours. The question was locally dramatized by professorial opposition, involving Harvard and M. I. T. pundits.

Artery Essential

The project seems direfully needed and it should in some manner be successfully negotiated in the very near future. Should it finally be set up as a toll highway, it would presently seem that some supplemental security inducement must somehow be found. Toll road investors seem willing to follow the population curve with little resistance, but when that population is visualized as commuting automobilists at rush hour, the purview becomes confusing.

It is reported that state officials are considering the feasibility of building a freeway along the route of the proposed toll road extension.

Usually when the underwriting of a large issue that has attracted nationwide attention is indefinitely postponed, the market responds with at least better dollar bond quotations. However, there was no such happy fillip following the Massachusetts Turnpike issue's deferral. Although bidding for the moderate sized new issues selling on Tuesday was fairly competitive, the market otherwise went dead and trading in the dollar bonds was virtually at a standstill.

Corporate Market No Help

This situation was partly induced by an upset corporate bond market. Confronted with an unusually heavy schedule, corporate dealers have been backing away from the market but apparently with less alacrity than the institutional investors. The $45,000,000 New England Telephone and Telegraph issue, presumably priced for quick disposal, failed to attract investor interest on initial offering Tuesday. Naturally, the entire bond market was adversely affected; long governments were also easy. It would seem that municipal bond dealers have recently been more realistic in pricing their king size issues than have their corporate counterparts.

Again, we point out that $190 million California bonds, $100 million Kentucky bonds and $62,547,000 Massachusetts bonds were priced for immediately successful placement.

Yield Index Higher

Secondary market offerings would indicate that the market has moved off slightly during the week past. The *Commercial and Financial Chronicle's* high grade 20-year bond yield Index is 3.338% on April 12 as against a lower 3.319% a week ago. During this week, new issue bidding has been less aggressive than it has been during the weeks back. Although there is no index showing the extent of this tendency, long-term maturities in many instances appear cheaper by .05 to .10 basis points as against a week or two ago.

The toll road and other dollar quoted so-called revenue bonds have continued in their steady firm tone. The *Smith, Barney & Co.* toll road bond yield Index was 3.72% on April 6, the last reporting date, and was unchanged from the previous week. This Index has fluctuated less than .05 since early February.

Recent Awards

Although the new issue calendar was not particularly heavy this week, there were a number of issues of general market interest which came up for sale. This was in contrast to the past three weeks when interest each week was principally centered in one very large issue.

On Tuesday, Los Angeles County Flood Control District, California, awarded $15,000,000 serial bonds, due 1962-1989 to the account headed by the Bank of America, N. T. & S. A. and including The First National City Bank of New York, Bankers Trust Co., Blyth & Co., Inc., The First Boston Corp., The First National Bank of Chicago, Smith, Barney & Co. and many others. The bonds were priced to yield from 1.60% to 3.85% for 3¾s. Initial reception was exceptionally good. A sell-out is indicated.

Also on Tuesday, $14,520,000 Cleveland, Ohio various purpose Limited (1962-1966) and Unlimited Tax (1962-1981) bonds were awarded to the syndicate managed jointly by The First National Bank of Chicago and the Bankers Trust Co. which included among the majors The First National City Bank of New York, Smith, Barney & Co., Chemical Bank New York Trust Co. and Harriman Ripley & Co. The $14,300,000 unlimited tax portion of the issue upon reoffering was scaled to yield from 1.60% to 3.40% for 3¼s. At present writing $5,768,000 of the bonds remain in account.

Well Received

The University System Building Authority of Georgia also sought bids on April 11 for $13,000,000 (1962-1986) revenue bonds. The syndicate managed jointly by Blyth & Co., Inc. and Robinson-Humphrey Co., Inc. and including Equitable Securities Corp., Smith, Barney & Co., Goldman, Sachs & Co. and many others was the high bidder for this issue. The reoffering scaled was priced to yield from 2% to 3.80%.

Despite some disparity in the net interest cost of the high bid and the other two bids which were submitted, more than half the issue was sold upon initial reoffering. At present a balance of $5,734,000 remains in account.

The California Toll Bridge Authority, also on Tuesday, awarded $5,000,000 San Pedro-Terminal Island Bridge revenue bonds due July 1, 2000 to the syndicate composed of Allen & Co., B. J. Van Ingen & Co., Goodbody & Co. and Leo Oppenheim & Co. The Authority had previously rejected a bid on March 28 which was submitted by another group on legal grounds. This long-term issue was reoffered at a price of 102.20 for 4⅞s, to yield 4.75% approximately to maturity. Excellent investor reception was accorded the issue and, as we go to press, it is reported as a sell-out.

Tuesday also marked the sale by Shreveport, La. of two issues of bond totaling $5,400,000. Both issues were awarded to the syndicate headed by Johnston, Lemon & Co. and almost an identical list of associates. The $3,900,000 various purpose general obligation issue (1963-1981) were priced to yield from 1.60% to 3.50%. Investor interest has been slow in generating and more than two-thirds of the bonds remain in account. The $1,500,000 Water and Sewer revenue issue (1961-1980) bonds was scaled to yield from 1.60% to 3.50%. At this writing the issue has not attracted much buying interest.

The account managed by The Chase Manhattan Bank and including The Continental Illinois National Bank and Trust Co. of Chicago and Smith, Barney & Co. was awarded $3,500,000 East Hartford, Conn. School and Public Works bonds sold this week. The issue was priced to yield from 1.70% to 3.45%. Less than half of the bonds were out of the account after the initial offering period.

Chicago Issue Attracts Investors

The largest issue of the week, $30,000,000 Chicago, Ill. general obligation serial bonds due 1963-1979 came to market on Wednesday, April 12. The bonds were awarded to the syndicate managed jointly by The Northern Trust Co., The Continental Illinois National Bank and Trust Co. of Chicago. The First National Bank of Chicago, Harris Trust and Savings Bank, The Chase Manhattan Bank and Halsey, Stuart & Co., Inc.

The bonds were priced to yield from 2% to 3.50% upon initial reoffering. Before the termination of the order period it was reported that orders were in hand for close to three-quarters of the issue.

The past week, too, witnessed the introduction of the first municipal bond mutual fund. The "Municipal Investment Trust Fund Series A," sponsored by Ira Haupt & Co., consists of 10,000 units based on a diversified portfolio of various types of tax-exempt bonds. Counterparts of this fund are anticipated.

Realistic Pricing Essential

The street float as indicated by the *Blue List* on April 13 continues to be relatively heavy. Since early March the state and municipal bond total has been over $400,000,000. As of April 12, it was $440,904,900. Realistic pricing for most of the recent large issues has kept the total from reaching the half-billion mark.

In view of the general bond market's unsettlement, dealers must continue to fashion their price scaling to the institutional demands. The Federal Reserve may help by gesture and by token, but the volume must be carried by broader interests. The state and municipal bond calendar continues in the $500,000,000 area, with a plentiful additional potential.

MARKET ON REPRESENTATIVE SERIAL ISSUES

	Rate	Maturity	Bid	Asked
California (State)	3½%	1978-1980	3.80%	3.70%
Connecticut (State)	3¾%	1980-1982	3.35%	3.25%
New Jersey Highway Auth., Gtd.	3%	1978-1980	3.25%	3.15%
New York (State)	3%	1978-1979	3.30%	3.15%
Pennsylvania (State)	3⅜%	1974-1975	3.10%	3.00%
Vermont (State)	3⅛%	1978-1979	3.15%	3.00%
New Housing Auth. (N. Y., N. Y.)	3½%	1977-1980	3.45%	3.35%
Los Angeles, Calif.	3¾%	1978-1980	3.75%	3.65%
Baltimore, Md.	3¼%	1980	3.40%	3.30%
Cincinnati, Ohio	3½%	1980	3.40%	3.30%
New Orleans, La.	3¼%	1979	3.70%	3.55%
Chicago, Ill.	3¼%	1977	3.70%	3.55%
New York City, N. Y.	3%	1980	3.55%	3.45%

April 12, 1961 Index=3.338%

Larger Issues Scheduled For Sale

In the following tabulations we list the bond issues of $1,000,000 or more for which specific sale dates have been set.

April 13 (Thursday)			
Babylon Union Free School Dist. No 4, New York	1,736,000	1962-1990	2:00 p.m.
Boston Metropolitan District, Mass.	3,318,000	1971-1991	11:00 a.m.
Columbus, Georgia	1,000,000	1962-1991	11:00 a.m.
Cook County Forest Preserve District, Illinois	2,000,000	1962-1973	10:30 a.m.
Harrisburg Sch. Bldg. Auth., Pa.	1,500,000	1962-1990	1:00 p.m.
Marin Municipal Water Dist., Calif.	4,700,000	1965-1991	11:00 a.m.
Paterson, New Jersey	1,857,000	1962-1980	11:00 a.m.
Rockville Centre, New York	1,208,000	1961-1979	11:00 a.m.
Western Washington College of Education, Washington	1,950,000	1962-1999	7:30 p.m.
April 17 (Monday)			
Dallas, Texas	8,000,000	1961-1991	1:45 p.m.
Morongo Unified Sch. Dist., Calif.	2,000,000	1963-1978	11:00 a.m.
Rochester, Minnesota	1,775,000	1962-1977	7:30 p.m.
Sayreville School District, N. J.	3,425,000	1961-1987	7:30 p.m.
April 18 (Tuesday)			
Fullerton Union High Sch. Dist., California	1,500,000	1962-1981	11:00 a.m.
Logansport, Indiana	3,400,000	1964-1981	1:00 p.m.
Phoenix, Arizona	3,400,000	1962-1980	10:00 a.m.
Rocky Mount, North Carolina	1,000,000	1962-1987	11:00 a.m.
San Marcos Water District, Calif.	1,250,000	1962-1996	7:30 p.m.
April 19 (Wednesday)			
Calleguas Municipal Water Dist., California	4,500,000	1964-1988	7:30 p.m.
Tillamook County, Oregon	4,400,000	1965-2000	10:00 a.m.
Oyster Bay Union Free School District No. 21, New York	1,255,000	1961-1990	1:00 p.m.
April 20 (Thursday)			
Elkhart South Side School Building Corporation, Indiana	2,140,000	1964-1991	2:00 p.m.
Estero Mun. Imp. District, Calif.	2,300,000	--------	--------
Ocean City, New Jersey	1,200,000	1963-1991	2:00 p.m.
Oklahoma City, Okla.	8,700,000	1961-1988	2:00 p.m.
Owosso, Michigan	3,870,000	1963-1986	7:30 p.m.
Public Housing Administration, Washington, D. C.	49,955,000	--------	Noon
Suffolk County, New York	2,893,000	1962-1980	Noon
Wilton, Connecticut	2,371,000	1963-1981	3:00 p.m.
April 24 (Monday)			
Kansas City School District, Mo.	5,000,000	1962-1981	Noon
April 25 (Tuesday)			
Alvin School Districts, Texas	2,250,000	1962-1976	8:00 p.m.
Easthampton, Mass.	1,400,000	1962-1981	11:00 a.m.
Granville County, North Carolina	1,250,000	1962-1979	11:00 a.m.
Indiana University, Indiana	3,000,000	1961-1991	10:00 a.m.
Oregon (State of)	30,000,000	1970-1978	9:00 a.m.
Oregon State Board of Higher Education, Oregon	7,300,000	1964-1991	9:00 a.m.
April 26 (Wednesday)			
Edison Township, New Jersey	3,050,000	1963-1984	8:00 p.m.
Lane County Sch. Dist. No. 4, Ore.	2,500,000	1962-1981	4:00 p.m.
Michigan	25,000,000	1962-1986	11:00 a.m.
Paoli Area School Authority, Pa.	3,850,000	1962-1986	8:00 p.m.
Tennessee (State of)	15,600,000	1963-1981	11:00 a.m.
April 27 (Thursday)			
Daytona Beach, Fla.	2,200,000	--------	--------
Middlesex School District, N. J.	1,011,000	1962-1981	8:00 p.m.
Minneapolis, Minnesota	4,510,000	1962-1980	10:00 a.m.

Continued on next page

Continued from preceding page

May 1 (Monday)			
Pima County High School District No. 1, Arizona	4,436,000	1962-1981	11:00 a.m.
May 2 (Tuesday)			
Grand Rapids, Michigan	13,120,000	1932-1985	3:00 p.m.
Los Angeles Sch. Dist., Calif.	30,000,000	1962-1986	9:00 a.m.
North Olmsted, Ohio	1,971,000	1962-1986	1:00 p.m.
May 3 (Wednesday)			
State Teacher's College, Texas	4,110,000	1961-2001	10:00 a.m.
May 4 (Thursday)			
Port of Seattle, Washington	7,500,000	1963-1971	10:00 a.m.
May 5 (Friday)			
Pearl River Valley Water Supply District, Miss.	8,800,000	1964-1999	10:30 a.m.
May 8 (Monday)			
Cranford Township, New Jersey	1,012,000	1932-1981	8:30 p.m.
San Bernardino Elementary School District, California	1,900,000	--------	--------
May 9 (Tuesday)			
Cincinnati, Ohio	21,500,000	1971-2001	Noon
Piscataway Township School Dist., New Jersey	2,400,000	1931-1984	2:00 p.m.
San Diego County, California	7,500,000	1932-1981	10:30 a.m.
May 10 (Wednesday)			
Terrebonne Parish, Louisiana	1,200,000	1961-1980	7:00 p.m.
May 11 (Thursday)			
Cumberland County, Tenn.	1,075,000	1935-1980	10:00 a.m.
Cuyahoga Falls City Sch. Dist., Ohio	2,000,000	1962-1930	1:00 p.m.
May 16 (Tuesday)			
New York State Housing Auth.	50,000,000	--------	--------
(Negotiated offering to be handled by a syndicate headed by Phelps, Fenn & Co., Inc.)			
May 17 (Wednesday)			
New Orleans, Louisiana	1,500,000	1932-1990	10:00 a.m.
May 18 (Thursday)			
Janesville, Wisconsin	2,615,000	--------	--------
May 22 (Monday)			
Palm Springs, California	2,000,000	--------	--------
June 1 (Thursday)			
Port of Seattle, Washington	5,000,000	1963-1971	--------
June 5 (Monday)			
Glendale Union High Sch. Dist., Arizona	2,900,000	--------	--------
June 7 (Wednesday)			
Los Angeles Dept. of Water and Power, Calif.	15,000,000	--------	--------
July 11 (Tuesday)			
Los Angeles, Calif.	5,000,000	--------	--------
July 18 (Tuesday)			
Kentucky (State of)	35,000,000	--------	--------

F.I. duPont Opens Portland Branch

PORTLAND, Oreg.—Francis I. du Pont & Co., one of America's largest investment firms, has opened a security and commodity brokerage office at 506 S. W. Sixth Ave. The firm is taking over the business of Campbell & Robbins, Inc., a long-established Portland investment firm. J. Gilbert Robbins will be manager of the Francis I. duPont office. James G. Robbins, Jr., and G. Dale Belford will be Associate Office Managers. Frederick H. Hadley, J. H. Reed and Donald L. White will be registered representatives.

J. Gilbert Robbins

With Elkins, Morris

PHILADELPHIA, Pa. — Elkins, Morris, Stokes & Co., Land Title Building, members of the New York Stock Exchange and other leading Exchanges, announce that George L. Russell, Jr. is now associated with them as a registered representative.

R. B. Blumenthal Opens

(Special to The Financial Chronicle)

REDLANDS, Calif. — Robert B. Blumenthal is engaging in a securities business from offices at 306 East State Street.

With Shearson, Hammill

(Special to The Financial Chronicle)

SAN FRANCISCO, Calif.—Wallace L. Cook has been connected with Shearson, Hammill & Co., 235 Montgomery Street. He was formerly with Francis I. du Pont & Co.

Now Powell, McGowan

PHOENIX, Ariz.—The firm name of Selected Securities Incorporated, 1826 North Central Avenue, has been changed to Powell, McGowan, Inc.

Form Rosen Associates

MAPLEWOOD, N. J.—Abram S. Rosen Associates, Inc. has been formed with offices at 108 Wyoming Avenue to engage in a securities business. Officers are Abram S. Rosen, President; M. W. Rosen, Secretary-Treasurer; and Aaron W. Warner, Vice-President.

With Morris Cohon

(Special to The Financial Chronicle)

LOS ANGELES, Calif.—William S. Finerman and Eugene T. Forrest have become associated with Morris Cohon & Co., 5820 Wilshire Boulevard. Mr. Finerman was formerly with Hayden, Stone & Co. and Hill Richards & Co.; prior thereto he was with Goldman, Sachs & Co. in Chicago. Mr. Forrest was with Fairman & Co.

Cruttenden, Podesta Adds

(Special to The Financial Chronicle)

SAN FRANCISCO, Calif.—Jay L. Graham, Jr. has been added to the staff of Cruttenden, Podesta & Co., Russ Building. Mr. Graham was previously with Shaw, Hooker & Co.

Iowa Invest. Bankers

CEDAR RAPIDS, Iowa—The 26th Annual Iowa Investment Bankers Association Field Day will be held in Cedar Rapids, Iowa, on Thursday, June 8, 1961.

The Cedar Rapids Country Club will be the site for the program as the Iowa Association plays host to Investment Bankers and Dealers from all sections of the nation. Approximately 150 members and guests are expected to attend.

Ernest Kosek, Ernest Kosek & Co., President of the Iowa Association, announced that the Association will hold a cocktail party and dinner reception at the Roosevelt Hotel on Wednesday evening preceding the Field Day.

DEALER-BROKER INVESTMENT LITERATURE AND RECOMMENDATIONS

IT IS UNDERSTOOD THAT THE FIRMS MENTIONED WILL BE PLEASED TO SEND INTERESTED PARTIES THE FOLLOWING LITERATURE:

Canadian Warrants — Bulletin—Draper Dobie & Co., Ltd., 25 Adelaide Street, West, Toronto, Ont., Canada. Also available is the April "Blue Book" of information on Canadian **Mining**, and **Oil and Gas** issues.

Chemical Company Stocks — Analysis—Hornblower & Weeks, 40 Wall Street, New York 5, N. Y. Also available are data on **Electric Storage Battery, American Metal Climax, Warner Lambert** and **Staley Manufacturing.**

Common Stocks — Quarterly Review of favored issues—Eastman Dillon, Union Securities & Co., 15 Broad Street, New York 5, N. Y.

Depressed Stocks—Bulletin—Walston & Co., Inc., 74 Wall Street, New York 5, N. Y.

Dutch Investment Companies — Comparative figures on the 50 largest holdings—R. Mees & Zoonen, Rotterdam, Netherlands.

Electric Utility Industry—Review—A. C. Allyn & Co., 122 South La Salle Street, Chicago 3, Ill. Also available are analyses of **Blaw Knox Company, Eli Lilly & Co.** and **Univis Inc.**

Favorite Fifty — Selected Securities—Van Alstyne, Noel & Co., 40 Wall Street, New York 5, N. Y.

Fuel Cells—Discussion of outlook—E. F. Hutton & Company, 61 Broadway, New York 6, N. Y.

How to Make a Killing in Wall Street and Keep It—Ira Cobleigh—David McKay Co., 119 West 40th Street, New York 18, N. Y.—$2

Japanese Market — Review — Yamaichi Securities Co. of New York Inc., 111 Broadway, New York 6, N. Y. Also available are data on **National Cash Register Co. Ltd., Japan** and **Kansai Paint Co. Ltd.**

Japanese Stock Market — Survey—Nomura Securities Co., Ltd., 61 Broadway, New York 6, N. Y. Also available are analyses of **Yawata Iron & Steel; Fuji Iron & Steel; Hitachi Limited** (electronics); **Kirin Breweries; Sumitomo Chemical; Toyo Rayon; Toanenryo Oil Company; Sekisui Chemical Co.** (plastics); **Yokohama Rubber Co.;** and **Showa Oil Co.**

Japanese Stocks and Candidates—Reviews of **Fuji Iron & Steel, Hitachi, Kansai Electric Power, Kawasaki Steel, Maruzen Oil, Mitsubishi Chemical Ind., Mitsubishi Heavy Ind. Reorg., Mitsubishi Shoji, Mistui & Co., Mitsui Shipbuilding, Nippon Electric, Nippon Kokan, Sony, Tokio Marine & Fire Insurance, Tokyo Shibaura Electric Co.,** and **Yawata Iron & Steel**—The Nikko Securities Co., Ltd., 25 Broad Street, New York 4, N. Y.

Market Outlook — Discussion—Hemphill, Noyes & Co., 15 Broad Street, New York 5, N. Y.

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The State of TRADE and INDUSTRY

Steel Production
Electric Output
Carloadings
Retail Trade
Food Price Index
Auto Production
Business Failures
Commodity Price Index

The April *Monthly Review* of the Federal Reserve Bank of New York discusses the business outlook, in part, as follows:

"The over-all pace of economic activity has changed little within the past two months, and there have been some further indications that the recession may be bottoming out. Declines in the more important indicators have become fewer in number and smaller in size, and some key series have either leveled out or turned upward. While these developments have led to a widespread expectation that the turnaround may some some time within the current quarter, few business analysts have forecast a strong upturn, and businessmen themselves apparently anticipate only a mild increase in sales during the year. Thus, even if an upturn is soon to begin, a serious question remains as to whether the ensuing expansion will be vigorous enough to bring a substantial reduction in unemployment from the current high level.

"In some lines, orders and sales have already shown signs of improvement to some extent reflecting a step-up in government spending as well as expanded private demand which was bolstered, in part, by rebounds following unusually bad weather and pre-Easter buying. Even these latter factors may provide a timely stimulant to economic activity if they cause an expansion in output rather than simply a further liquidation of inventories.

"In many industries, however, large stocks of finished goods have continued to act as a buffer, tending to moderate, or even to preclude, the gains in output and employment which might be expected from upturns in sales. This has been the case, for instance, with automobiles, even though the inventory picture there was improving late last month. Steel, on the other hand, is one industry where expectations of a seasonal upturn in demand of final users—notably the construction industry — appears to have triggered a more general improvement in orders and production. Thus, steel output has moved up moderately from the January low point, even after allowing for normal seasonal advances."

Fixed Investment During the Recession

"There are some tentative indications that residential construction activity may be on the verge of a revival. Housing starts (seasonally adjusted) rose in both January and February despite the severe weather, leading to a modest increase in residential construction spending in March. Until recently, the performance of this sector has been weak relative to that of earlier recessions. Private residential construction outlays moved erratically downward from July 1959 through the early part of this year, whereas during the 1957-58 recession construction expenditures were roughly level, and in 1953-54 there was a relatively early upturn.

"It has been suggested that, because the backlog of postwar housing demand has been satisfied, home building may have become significantly less responsive to credit inducements. In support of this argument, it is pointed out that in 1960 some slight easing of credit availability to the housing sector occurred even prior to the general business peak during the second quarter, whereas in earlier recessions an easing of mortgage credit had not occurred until after the start of the business downturn.

"On the other hand, mortgage interest rates in early 1960 had reached a much higher level than they had prior to the previous business downturns, while the easing in such rates, though starting sooner, progressed more slowly during the current recession. Now there are indications that a more substantial shift in the tone of the mortgage market may finally have occurred—a result of the cumulative impact of the general easing in credit conditions since early last year, along with the recent counter-recession actions of the Federal Government—so that a more decisive test of the strength of the underlying demand for housing may be close at hand. The next several months probably will show whether the recent rise in housing starts points toward a revival in residential construction, or whether it is just another erratic swing in this volatile series.

"Recently, the Federal Government has also acted to stimulate public construction by accelerating the supply of funds available during the current half year for highways and post office buildings. Total public construction outlays had already moved markedly upward during 1960, but declined somewhat during the first quarter of 1961 as a result of reductions in spending for highways and nonresidential buildings.

"In contrast to indications that both private residential and public construction may show growing strength in coming months, businessmen's plans for plant and equipment spending suggest a continuing decline through the first half of the current year. The total contraction in such outlays during this recession remains, however, quite mild in comparison with the previous recession. According to the latest survey of business plans for fixed investment, taken by the United States Commerce Department and the Securities and Exchange Commission in February, spending was expected to slip by 3% in the first quarter of this year and by another 2% in the quarter just begun. Planned outlays for the whole of 1961, however, are only 3% below the actual 1960 level (although 7% below the level anticipated early in 1960), which implies an upturn some time during the second half of this year. The anticipated mild decline from outlays of $35.7 billion in 1960 to $34.6 billion in 1961 contrasts with a 17% actual drop (from $37 billion to $30.5 billion) between 1957 and 1958."

Bank Clearings for Week Ended April 8, 1.7% Above the 1960 Week

Bank clearings last week showed an increase compared with a year ago. Preliminary figures compiled by the *Chronicle* based upon telegraphic advices from the chief cities of the country, indicate that for the week ended Saturday, April 8, clearings from all cities of the United States from which it is possible to obtain weekly clearings was 1.7% above those of the corresponding week last year. Our preliminary totals stand at $26,043,723,813 against $25,598,490,428 for the same week in 1960. Our comparative summary for the leading money centers follows:

Week Ending April 8—	1961 (000s omitted)	1960 (000s omitted)	%
New York	$13,319,907	$13,789,213	— 3.4
Chicago	1,476,504	1,220,378	+21.0
Philadelphia	1,243,000	1,031,000	+20.6
Boston	793,185	776,326	+ 2.2

"Iron Age" Believes April Steel Orders Will Show a 10% Increase Over March

Orders for steel on the books now indicate April will show a 10% improvement over March, *The Iron Age* reports.

Orders on the books of major mills are from 5% to 10% ahead of the same period in March. Based on recent experience that late orders are now a big part of each month's tonnage, the magazine observes that April business could improve more than 10%.

On the basis of unofficial percent of capacity, April production could hit 60%. With the upturn continuing, although slowly and in starts and stops, the second quarter should average about 63% of capacity.

This means the recovery is proceeding at a slower rate than anticipated. A rate of 65 for the quarter was widely predicted earlier.

However, the reason for the slow rate is not hard to find, the national metalworking weekly points out, in spite of some improvements in auto sales, the automakers are not aggressive in the steel market, and are not likely to be through the second quarter.

It is possible that if there is a sudden spurt in auto sales, the automakers could come into the market for heavy tonnages in May and June. But as the spring sales upturn fails to meet automakers' hopes, this grows more unlikely. The next full steel buy by a typical auto plant will reflect production plans for July. In the meantime, only "fill-in" tonnages can be expected.

The improvement in the market still reflects more small orders from a wide range of customers. Tinplate and galvanized continue to lead the way in recovery of specific products.

For this reason, many in the steel industry believe the current pickup is more seasonal than reflecting a sustained upturn in

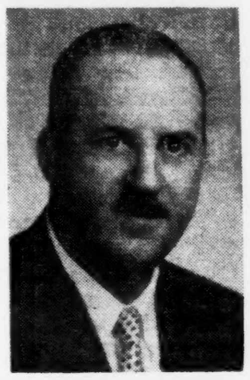
Continued on page 54

Inflation Remains Our Most Important Economic Problem

By James C. Dolley,*
Vice-Chancellor, The University of Texas, Austin, Texas

Clear warning signals about inflation's resumption are said to be up and flying by Texan economist who is not unaware of present excess capacity, growing price competition, rising labor costs and impact of all this upon per-share earnings. Nevertheless, the stock market's price rise is not attributed to these economic factors but to future fears about the price level. Outlined are six factors apt to induce price inflation; a distinction is made between two different types of inflation and their consequences; and a plea is made to return to "fiscal sanity" no matter how unpopular.

Our greatest economic problem — inflation—to my thinking poses a more serious threat to the nation than the Russian military build-up. Since 1950, the amplitude of our business cycle has been relatively short, about 3½ years from prosperity peak to peak. We have had minor recessions beginning in 1953, 1957, and 1960, but no one of these recessions has been deep or long-lived. In each instance the primary factor has been readjustment of inventories, a short period of inventory over-accumulation being followed by an even shorter period of inventory de-cumulation.



James C. Dolley

By general consent of our economists, and I concur, we are now nearing the end of a period of inventory de-cumulation. It seems clear from the record that the prosperity phase of the last business cycle peaked out during the second quarter of 1960 when the Federal Reserve Board Index of Industrial Production reached a level of 110 (1957-100%). Since then there has been a rather gradual but steady decline in the over-all level of business activity as is reflected by such well known indicators as the Index of Industrial Production, new housing starts, and freight car loadings.

Accompanying this decline has been a significant increase in the percentage of unemployment, which rose from 5.1% during the first quarter of 1960 to 6.8% in December and is yet higher today. The rise in unemployment results not only from the availability of fewer jobs, but also from the increasing number of young people now beginning to enter the civilian labor force.

This latter factor, of course, reflects the sharp increase in the birth rate which developed in 1941 and continued through the war and post-war years. The high birth rate of this period is certain to have serious implications for employment during the decade of the 1960s. On the basis of people now living, the productive age group (from 18 to 64 years old) will increase from 99.4 million in 1960 to 109.2 million in 1967—almost 10 million new potential job seekers in seven years. One distinguished economist believes that this influx will be sufficient to check, if not to eliminate altogether, the ability of labor unions to exact annual wage increases from industrial management.

Current Economic Characteristics

Some of the more significant economic characteristics of our present situation deserve mention. Most of our basic industries now possess productive capacity substantially in excess of current market demand. Certainly this is true in the case of such industries as iron and steel, non-ferrous metals, automobile manufacturing, building and construction materials, chemical products, oil and gas production, paper products, and even electric generating capacity. All industries face steadily rising labor costs, the largest single element in the cost of production. This results from the monopolistic power of government-nurtured labor unions, a situation which has compelled industry to move as rapidly as is possible in the direction of automation.

The combination of excess productive capacity and rising labor costs has led inevitably to growing price competition as witness the electric products industry. In turn, this price competition has produced narrowing profit margins in industry after industry. In the light of this development and its obvious impact on per-share earnings, the recent upsurge in common stock prices is somewhat surprising. Perhaps factors other than per-share earnings are at work.

Practically all of the business forecasters, both amateur and professional, believe, and again I agree, that the general level of business activity will continue to decline slowly through the first and second quarters of 1961. One well-known economic forecasting service estimates that the Federal Reserve Board Index of Industrial Production will work down from 106 for the last quarter of 1960 to 96 for the second quarter of 1961. An upturn is generally expected to develop about mid-year of 1961, but I know of no economist who expects that improvement to be other than mild and gradual for the balance of the calendar year. Certainly boom conditions are not expected, and again one wonders at current stock market evaluations.

I turn now from the current business forecast to a much more important consideration—inflation —or the erosion of the purchasing power of the dollar. This is indeed our most important economic problem, and it has been for the past 20 years, although it was largely unrecognized until the mid-fifties. The grave mistakes made in the mid-thirties, when we were so confidently assured that "we are now on our way" are now bearing the inevitable fruits which, with equal confidence, were then predicted by a very few, among whom I was one.

Inflation Inducing Developments

To bring the problem into focus, a bit of historical perspective will be helpful. For this purpose, I select only six developments, although many more could have been included, all leading in the same direction.

First to be mentioned and highest on the priority list is our voluntary departure from the gold coin standard in 1933. The great value and protection to a nation of a gold standard, whether it be coin or bullion, lies in its automatic restraint on the spending of public funds by politicians. Even with the limited gold standard on which we have been operating since 1934, we are now seeing that restraint at work, as will appear shortly. Dropping the gold standard entirely for more than a year and then returning to a limited gold bullion standard in a period of world-wide dollar shortages effectively removed that guardian from the door of government spending.

Second, taking quick advantage of this situation, the first New Deal government spending programs were inaugurated. Initially, comparatively modest in the forms of such activities as PWA, WPA, and CCC, these programs have burgeoned over the years into the present maze of government spending agencies and, according to the Democratic Platform of 1960, there are more to come presently. History affords no better illustration of permitting the proverbial camel's head to move under and into the tent of the national treasury.

Third, World War II, and to a lesser extent the Korean War, involved enormous expenditures for the military defense of the nation. Unavoidably, these expenditures came during a period when the economy was geared to war production rather than the production of consumer goods. With the supply of consumer goods narrowly limited, a large portion of the huge increase in purchasing power generated by military expenditures was, of necessity, saved, much of it in the form of Series E bonds. With the ending of the war, that great accumulation of dollars was released to compete for consumer goods which continued to be in short supply for several years. The inevitable result was sharp upward pressure on commodity prices.

Fourth, very shortly after termination of World War II, our labor unions initiated the practice of demanding and getting annual wage increases in the form both of direct rate advances and fringe benefits. In justification of these periodic wage increases, the unions have consistently contended that the advances reflect nothing more than the improvement in worker productivity. However, evidence is conclusive that, in the aggregate, these periodic wage increases have exceeded substantially the increase in labor productivity, with the result that operating costs and product prices have been forced upward. In turn, our rising product prices have rendered us increasingly less competitive with foreign based manufacturers.

Fifth, I would call your attention to the Employment Act which was enacted by the Congress in 1946, and with relatively little debate. The general sense of this Act is that the Federal Government assumes responsibility for maintaining full employment. In other words, if the privately-owned portion of our economy does not provide jobs for all who want work, then the deficiency will be covered by Federally-sponsored projects. The working of this Act has not yet been tested because we have experienced no real depression during the past 15 years. In the event of substantial and prolonged unemployment, however, the implication of this statute on Federal budget balance is obvious.

Sixth, should be mentioned the foreign economic aid and military assistance programs which have been relentlessly pursued by the Federal Government throughout the entire post-war period. It is doubtful that anyone knows the actual amount of money which has been expended in these programs, but all are agreed that the grand total is impressive indeed. The Department of Commerce reports the grand total for the period 1946 through June, 1960 at \$105.4 billion. This tremendous outlay is significant not only because of the strain imposed on the Federal budget, but especially because most of this money was spent abroad and therefore, to that extent, added to the aggregate of foreign dollar claims against the United States.

Two Types of Inflation

Two types of inflation are in clear evidence today and especially in the United States. In the current economist's vernacular, one is termed "demand-pull" and the other "cost-push."

The former is the classic type of inflation which has plagued the world throughout recorded history. It has been attempted deliberately by central governments time and time again because, in the early stages it provides a false sense of economic prosperity but, if pursued steadily, the end result always has been the same and always will be the same. Very simply stated, it means that there are too many purchasing power dollars pursuing the available volume of consumer goods and services, with the inevitable result that product and service prices are pulled up. In the case of long-continued and really serious inflations, this excess purchasing power always stems from unbalanced central government budgets. In ancient days, government operating deficits were covered by the device of coin clipping, later by paper money issues against government bonds forced into the central bank, and in modern times, as in the United States, simply by borrowing in the open market. Growing government debt, of course, is usually accompanied by growing private debt in the form of mortgage loans, consumer loans, etc.

An inflationary situation resulting primarily from over-expansion of private credit can be combatted, if not restrained, by appropriate and properly timed central banking action. Restrictive credit policies can be adopted at the proper juncture and, over a considerable period of time, they can be expected to be effective, unless the central government continues a massive spending policy, which unfortunately is that which we witness today.

The Second Type

The second type of assured inflation is comparatively new and, at the moment, is primarily evident in the United States where labor unions abound and flourish under the protective aegis of the Federal Government. This is the "cost-push" type of inflation. As in the first type, this is not a theory, but an accomplished fact. This operation involves periodic increases in total labor costs without any realistic concern for increased labor productivity, a major objective being the retention of current labor management in power. The net effect of these periodic upward wage adjustments is a steady upward push in operating costs. As these costs go up, product prices must be pushed up proportionately, and as our selling prices rise, we lose our competitive advantage with respect to foreign manufacturers. Already we have seen many foreign markets lost and even our home market invaded from abroad in a growing number of areas.

We have today in the United States both types of inflation and to an excessive degree.

Extent of Dollar Erosion

To indicate the extent of inflation and the erosion of the purchasing power of the dollar which has already been experienced, a few figures will be helpful. Assuming the purchasing power of the dollar in 1940 to have been 100 cents, the present purchasing power of the dollar is about 47.4 cents. The impact of this shrinkage in value of the dollar on receivers of fixed dollar incomes, pensioners and annuitants for example, is obvious. If an annuity of \$100 a month in 1940 was barely adequate for current needs, certainly the \$47.40 a month of present-date purchasing power of that same number of dollars is

quite inadequate. Those people presently living on annuities and pensions purchased in earlier years are really in the exposed area, because their dollar incomes are now fixed. In the case of persons still in their productive years, the possibility exists that their retirement programs will be improved, but, in the vast majority of cases, the improvement provided will lag behind further declines in the purchasing power of the dollar.

Of equal importance, and especially to the older citizens of the nation, is the decline in the real value of fixed dollar amount assets acquired over the years. These assets include such items as life insurance policies, social security (O. A. S. I.), savings deposits, shares of savings and loan associations, and government and corporate bond holdings. In a study recently published by the American Institute for Economic Research, the aggregate purchasing power loss in these assets, accumulated through the period 1940-1959, amounted to an almost incredible $183.3 billion. In view of what has happened and is still happening to the assets and the business future of such institutions as life insurance companies, savings and loan associations, and commercial banks, it is indeed remarkable that they have thus far initiated no really serious campaign to check the inroads of inflation.

Of greatest importance is the impact of gradual but long-continued inflation on the psychology of the public. In the early stages of the disease, and this is really a long period (in our case, say from 1933 to 1955), little or no public concern is expressed. Indeed the early phases of an inflationary period are highly popular, as witness our national elections, because they coincide with an approved level of business activity. As the erosion of the purchasing power of the money unit deepens, a little public concern develops but this is brushed aside by political leaders and, unfortunately, by many economists. In the later phases, public concern increases very rapidly and unless the inflation is checked, quickly reaches frantic proportions. An illustration of this climactic stage is the German hyper-inflation of 1921-1923.

As concern over the purchasing power of the money unit develops, increased efforts are made by individuals to protect the dollar value of their savings. These efforts take such forms as shifting out of holdings of bonds, time deposits, and even life insurance policies, although the latter always comes last for obvious reasons. The cash thus realized tends to go into such assets as common stocks, although this provides no real protection in a major inflation, into foreign bank balances, real estate, gold, and even diamonds.

Preference for Stocks

Already we have seen, and for at least the past three years, a marked preference of the public for common stocks rather than fixed income securities. Since September, 1959, the yields on high grade corporate bonds have been consistently higher than the yields on blue chip common stocks. Today the differential in favor of bonds is about 120 basis points, or 1.2%. There has been some shifting into foreign currencies, especially Canadian and Swiss, although the amounts are net yet great. In this connection, the Swiss banks announced several months ago, in an effort to deter the inflow of this hot money and to cooperate with the United States, a policy of charging interest on foreign-owned bank deposits. This is indeed a departure from normal commercial bank procedures.

There has also been some little hoarding of gold purchased and held abroad by our citizens. Both the Eisenhower and Kennedy Administrations took note of this particular flight from the dollar. Worthy of mention also is the recent (October) flurry of prices in the London gold market. This latter action almost certainly resulted from rumors of a pending increase in the price of gold by the United States Treasury.

It is important to remember that, in the later phase of a period of hyper-inflation, the pace of action speeds up tremendously. No one can forecast the event which will tee off that final desperate effort on the part of the public to protect, in some fashion, their life-savings. All that can be said is that unless something develops to re-establish public confidence in the dollar, that time will surely come. Already clear warning signals are flying.

Our basic difficulties are wage inflation and excessive government spending, especially foreign spending, and the only lasting solution will be found if major corrections in these areas are made. We should stop wage inflation, indeed, some wage deflation would be desirable, and we must cut government spending sharply by curtailing some existing programs, and eliminating others entirely.

Moves in either or both of these directions will encounter stern opposition. Any such effort will be quite unpopular because it will mean reduced incomes for many and temporary, at least, unemployment for others. I believe that our choice today is simple: either we continue on with spending programs for the benefit of our vocal minority groups and a Community Chest approach to our international financial affairs, or we return to fiscal sanity. If the latter, there will be many complaints and, no doubt, an Administration voted out of office. If the former, we will be on an assured road to the day when we will suddenly be told that the number of dollars we owned yesterday will be legal tender for a much smaller number of dollars today. Incidentally, this appears to be the inflation control procedure currently being followed by the Russian government, the latest reverse split of their currency last November involving the exchange of one new ruble for each ten old rubles held.

*From an address by Dr. Dolley before the Comptrollers Institute of America, Houston, Texas.

New Fund Offered

Pursuant to an April 11 prospectus, the North American Securities Co., 615 Russ Building, San Francisco, Calif., publicly offered at $12.50 per share 800,000 shares of the common capital stock of the Commonwealth International and General Fund.

The issuer is a new mutual fund which will invest primarily in the common stocks of foreign companies and in domestic companies doing a substantial foreign business.

Wyatt, Neal Adds

(Special to The Financial Chronicle)

ATLANTA, Ga.—Joseph Seitz has been added to the staff of Wyatt, Neal & Waggoner, First National Bank Building, members of the Philadelphia-Baltimore Stock Exchange.

Form L & M Planning

L & M Planning Corp. is engaging in a securities business from offices at 509 Fifth Avenue, New York City. Officers are John McHugh, President; Charles McHugh, Vice-President; and Walter J. Cline, Jr., Secretary-Treasurer.

Businessman's BOOKSHELF

American Telephone & Telegraph Company — Detailed Investment Analysis and Financial Forecast—David J. Greene & Co., 72 Wall Street, New York 5, N. Y.

Anatomy of a Labor Arbitration—Sam Kagel — Bureau of National Affairs, Inc., 1231 24th Street, Washington 7, D. C., $5.75.

Business Cycle Indicators—Edited by Goeffrey H. Moore—Vol. I: Contributions to the Analysis of Current Business Conditions (cloth), $12.50; Vol. II: Basic Data on Cyclical Indicators (cloth), $4.50 — the set, $15 — Princeton University Press, Princeton, N. J.

Changing Competitive Position of Department Stores in the United States By Merchandise Lines—A New Approach to More Productive Retail Distribution—Robert D. Entengerg—University of Pittsburgh Press, Pittsburgh 13, Pa. (cloth), $6.95.

Funk & Scott Index of Corporations and Industries—Index of references to corporations and industries in financial publications and brokers' reports—1960 annual cumulative edition, $32 ($24 to subscribers to the weekly service) ($40)—Funk & Scott Publishing Co., Penobscot Building, Detroit 26, Mich.

Housing — 1960 Census — Reports for Local Housing Authorities — Individual reports 15¢ each, complete series, $20—Bureau of the Census, Washington 25, D. C.

How to Make a Killing in Wall Street and Keep It—Ira U. Cobleigh — David McKay Co., 119 West 40th Street, New York 18, N. Y., $2.

Japanese Electronic Imports: Are They Threatening American Jobs? — Discussion — United States-Japan Trade Council, 1000 Connecticut Avenue, Washington 6, D. C. (paper).

Journal of Political Economy, February 1961 — Containing articles on Statistical Tests of Rival Monetary Rules; Market Practices and Collective Bargaining in Automotive Parts; Counter-Speculation and the Forward Exchange Market, etc. — University of Chicago Press, 5750 Ellis Ave., Chicago 37, Ill., $6 per year; single copies, $1.75.

National Foreign Trade Council Record for 1960—Brochure—National Foreign Trade Council, Inc., 111 Broadway, New York 6, N. Y.

Planning an Incentive Campaign —Brochure—John Plain & Company, 427 West Randolph Street, Chicago 6, Ill. (single copies on request).

Predicting Population Changes in Small Areas—Bureau of Business and Economic Research, University of Maryland, College Park, Md. (paper).

Private and Public Investment in Canada: Outlook 1961 and Regional Estimates—Canadian Consulate General, 680 Fifth Avenue, New York, N. Y. (paper), 25¢.

Pros and Cons of Compulsory Arbitration — Theodore H. Kheel, Esq. — New York Chamber of Commerce, 65 Liberty Street, New York 5, N. Y. (paper), on request.

Prospect for America—Rockefeller Panel Reports — Doubleday & Company, Inc., 575 Madison Avenue, New York 22, N. Y. (cloth), $3.95.

Real Wages in Manufacturing 1890-1914—Albert Rees—Princeton University Press, Princeton, N. J. (cloth), $3.75.

Research for Public Policy — Brookings Dedication Lectures—The Brookings Institution, 1775 Massachusetts Avenue, N. W., Washington 6, D. C. (paper), $1.50.

Silver Market in 1960—45th Annual Review—Handy & Harman, 82 Fulton Street, New York 38, N. Y. (paper).

Social Change in Latin America Today—Richard N. Adams, John P. Gillin, Allan R. Holmberg, Oscar Lewis, Richard W. Patch and Charles Wagley—Council on Foreign Relations, 58 East 68th Street, New York 21, N. Y., $5.

Trends in Government Financing —Morris A. Copeland—Princeton University Press, Princeton, N. J. (cloth), $5.

U. S. Agricultural Exports, Past and Present, 1925-1960 — Foreign Agricultural Service, U. S. Department of Agriculture, Washington 25, D. C. (paper).

U. S. Excise Tax Guide for 1961—Commerce Clearing House, Inc., 4025 West Peterson Avenue, Chicago 46, Ill. (paper), $5.

Vanishing Swastika: An evaluation of the successes and failures of the growth of democracy in Germany since the end of the war —Henry Regnery Co., Chicago, Ill. (paper), $1.

West Virginia: 24th Report of the State Tax Commissioner—Office of the State Tax Commissioner, Charleston, W. Va. (cloth).

Whys and Hows of Exporting for Manufacturers—Revised edition—New York State Department of Commerce, 112 State Street, Albany 7, N. Y. (paper), on request.

The State of the Consumer

By Ernst A. Dauer,* *Director of Consumer Credit Studies, Household Finance Corporation, Chicago, Ill.*

An expert appraisal as to the "state of the consumer" anticipates: (1) higher-than-normal level of delinquency throughout most of 1961; (2) a modest increase in consumer credit outstanding as a percent of consumer income and an odds-on chance that the total may decline as in 1958; and (3) a further rise in consumer spending for services and total non-durables not materially affected in 1961. Mr. Dauer refers to various attitudinal surveys in observing that consumers "do" consider this a reasonably good time to make major durable goods purchases but he cautiously adds that they may be less than in 1960. The current delinquency rate, despite mounting unemployment, is found to be materially below that of the period between 1950-1953; and the debt burden has changed little in the past four years.

The recovery period which ended in 1960 was the shortest on record of the postwar period. There is good reason to hope that the recession will also be short-lived and moderate. We have reached, or will very soon reach, the low point. Within three months or less the shift from inventory liquidation to net accumulation, and some reduction in the rate of unemployment, seems likely to occur. Business investment in plant and equipment has so far shown, and appears likely to show, only a very modest drop; an increase awaits business confidence in the profitable utilization of additional or improved facilities. Thus, while total private demand is still receding it, is clear that Federal, state and local expenditures will continue to increase—as they have done annually since 1954.


Dr. Ernst A. Dauer

When the upturn comes, progress will be slow. For the year as a whole, the output of goods and services will be about $513 billion, 2% above 1960. By the end of the year, it should reach about $520 billion.

Consumer Income

How has the consumer been faring? Consumer income after taxes rose constantly from the Spring of 1958 through the middle of 1960, interrupted only by a dip during the steel strike. From July, 1960, it edged upward through October and by January had declined less than 1%. For the year, 1960, as a whole, consumer income after taxes was a record $354 billion — almost 5% more than in 1959.

In each of the postwar recessions, consumer income dropped only 1%. Income is being maintained as well this time. Such a maintenance of consumer income at a high level, in the face of a drop of 10% or more in manufacturing activity in the various recessions, results from several factors. Important has been the increase in unemployment compensation and other social insurance benefits. These increased at an annual rate of $4 billion in the last half of 1960 and amounted to 7½% of total personal income in January. A second factor has been the dwindling share of total output represented by manufacturing, and the growing share of trade, service and government activity. Employment in service industries and government has been a growing share of total employment in recent years, and continued to increase throughout 1960. A third factor, in this and other recessions, has been the continued rise in wage rates year after year. Fourth has been the maintenance of dividend payments by corporations despite curtailed profits.

Consumer Spending

Let me point out at the outset that there has been a high degree of relationship in the postwar period between the amount of consumer income after taxes and consumer spending. In each year since 1951, except in 1955, consumers have spent between 92.0% and 93.1% of their income after taxes. This high degree of stability has resulted from several factors. The most basic is the fact that relatively few of us are blessed with an excess of income and hence we find a use for all of it except that portion which we habitually set aside. Second, our savings have become more regular in character; they take the form to a large degree of reduction of mortgage and other debt, life insurance, pension programs, and other institutional forms. Third, the consumer throughout this period has had a feeling of well being and a high degree of confidence in his future. Almost every year he has looked back upon an improvement in his status and has looked forward to improved personal prosperity. The variations in the degree of that feeling of confidence have accounted, in large part, for the degree of fluctuation in spending which has occurred.

In view of the course of consumer income, it is not surprising that consumer expenditures increased sharply throughout 1959 and the first half of 1960. They then rose only slightly during the last half.

However, despite the stability of total consumer spending throughout the postwar period there has been considerable variation and a shift in its components. Spending for services has increased in dollar amount and as a percentage of consumer income almost without exception throughout the post war period, rising from 28% in 1946 to 37% in 1960. Much of this steady rise can be attributed to the rising cost of such services. We can assume, therefore, that consumers will spend more in 1961 for services.

Consumer spending for non-durable goods is largely of a nonpostponable type. Although downgrading of expenditures for food, clothing and other items normally occurs in a recession, the dollar amount increased throughout 1960 except in the third quarter. Total spending for nondurables will not be materially affected in 1961.

Consumer spending for durables has fluctuated essentially between 12% and 14% of income after taxes since World War II. It was below that range in 1946 when durable goods were not yet available; soared above it in 1950 and in 1955. Since 1955 the percentage has dropped and fell below the range in 1958.

Thus, consumer spending for durable goods has shown the greatest variation. Once we had satisfied the backlog of demand, which had been built up for virtually all types of goods during the war period, fluctuations in demand for durables have been related largely to changes in consumer attitudes—changes in their feeling of well being, changes in their confidence in future income, and changes in their appraisal of the values being offered them.

Consumer Attitudes

During the postwar period we have been accumulating material upon which to reach conclusions with respect to consumer attitudes and spending. The largest body of data is that of the Survey Research Center of the University of Michigan which has made surveys of consumer attitudes and intentions to buy major durable goods since 1946 and currently does so quarterly. These were published in the *Federal Reserve Bulletin* until 1959 and now are summarized in *Business Week*. The Bureau of the Census has made quarterly surveys since the beginning of 1959 which are currently published in the *Federal Reserve Bulletin*. Since February, 1958, the Conference Board has made bi-monthly surveys of consumer attitudes and buying plans, which it publishes in the *Business Record*, and which are summarized in *Newsweek*.

It has been amply demonstrated that a variety of factors cause variations in consumer attitudes and in their purchases of major durable goods. Upper income consumers are much more aware of and influenced by general business conditions. Middle income and lower income consumers are less affected by general business conditions, but become concerned about the unemployment which touches themselves, their fellow workers or their neighbors. Yet the U-2 scare, the collapse of the Summit Conference and the vast amount of debate with respect to business conditions and economic growth last summer jarred consumer optimism generally. This deterioration in optimism occurred without the shift to pessimism, however, which was generated by Sputnik, the wide publicity to layoffs, and the ultra pessimistic forecasts during the 1957 recession.

Available surveys last fall and through early January show some improvement in consumer attitudes and in intentions to buy durable goods, as compared with last summer. Nothing has occurred since, in my opinion, to cause them to deteriorate, with the possible exception of the highly sensational publicity given to the visit of the Secretary of Labor to certain areas of unemployment. Thus, I expect the consumer to continue to increase his spending for services, and to continue his spending for nondurable goods.

With respect to durable goods certain observations are appropriate. With backlogs of demand gone, most purchases of the common major durable goods arise from normal replacement demand and the formation of new households. For most of us, the purchase of a new car, or a second car, or a better refrigerator, or television set, or new furniture competes with a trip abroad, a longer vacation, a summer cottage, a boat, and the increased cost of tuition, room, and board at college. This is perhaps a good time to remind ourselves that the largest population increase in the next few years is coming in the 15-19 year age group. The higher consumption by teen-agers of food, clothing, telephone service, educational outlays and a variety of other things will limit replacement of major durable goods in the next few years.

Recent surveys indicate that consumers consider this a reasonably good time to make major purchases. They show a reasonably optimistic attitude with respect to their incomes 12 months hence and a continued expectation of improvement over the longer term.

The surveys make it clear, also, that there is no such thing as a saturation of demand for major durable goods. Cracker Jack made famous the motto: "The more you eat, the more you want." The same is true of major durable goods. Those consumers who do not intend to buy a major durable good in the next three, six or twelve months still say that they would like to do so. They can still spontaneously list those major expenditures which they would like to make.

Consumer Credit, 1961

There will be ample credit available to finance the cars and other durable goods which consumers will purchase this year. The consumer's debt position is also not likely to be a deterrent, once the consumer's attitude is conducive to buying.

I would be considered negligent if I made no reference to the probable volume of consumer credit in 1961. If automobile sales in 1961 are unchanged from the 1960 level of 6.6 million cars, the total of instalment credit at the end of 1961 will be about $46 billion, an increase of $2.7 billion during the year. It seems more likely that automobile sales will drop to 6 million units and that other durable goods sales in 1961 will also be less than in 1960. If that occurs, there will probably be a net decline in outstanding instalment debt.

Consumer Debt Delinquency

It is appropriate at this point to raise two questions with respect to consumer debt: (1) How are consumers paying their debt? and (2) Is the present volume of debt a deterrent to the purchase of consumer durable goods?

The available figures with respect to delinquency on consumer debt are inadequate. The only comprehensive figures regularly available are those prepared monthly by the Instalment Credit Commission of the American Bankers Association. These cover the number of loans delinquent at major commercial banks, in each of the categories of personal loans, automobile loans, home appliance loans, and property improvement loans. From 1950 through 1956, the percentage of delinquent loans declined almost continuously year by year, with the exception of a modest upward movement in 1954. Thereafter, they continued to decline, but showed significant seasonal movement. During the 1957 recession they moved upward, but had regained what was practically their low point by the summer of 1959; the steel strike caused them to rise sharply and they declined slowly thereafter into the spring of 1960, never, however, regaining the previous low point. About 2% of instalment accounts are currently delinquent, well above the low points reached in 1955 and temporarily regained in the summer of 1959. However—and this is most significant—the current level remains materially below the delinquency level of the early years of the last decade, namely from 1950 through 1953.

Household's figures show a somewhat similar movement. Since we operate in 45 states and throughout Canada and currently have loans outstanding to more than 2 out of every 100 families in the United States, it is inevitable that widespread unemployment would be reflected in our delinquency figures. During the 1958-60 recovery period, unemployment went below 5% in only one month and averaged 5½%—well above the level of the previous recovery periods. Thus, our delinquency remained above the low levels which had existed prior to 1957. The steel strike brought about a higher level of delinquency which was being reduced during the early months of 1960. As unemployment rose in the lat-

ter half of 1960, delinquency on consumer loans also rose. This requires increased attention and servicing of the accounts, but does not necessarily result in higher ultimate charge-offs.

I understand that the experience among other consumer finance companies and among sales finance companies has been similar. Some sales finance companies have had a higher level of automobile repossessions than at any time in the postwar period. Their average dollar loss on repossessed cars has also been higher than usual because of the demoralization in the conventional used car market brought about by the popularity of compact cars.

Since the rate of unemployment does not decline, as a rule, until somewhat after the beginning of the upturn in general business conditions, it is reasonable to expect a continued higher than normal level of delinquency throughout a good part of this year.

The Debt Burden

The unemployment picture is also significant in appraising the willingness of consumers to take on additional consumer debt. The chronically unemployed have been the very young workers, unskilled, with inadequate education and training. The increase in unemployment, in 1958 and in the current recession, has occurred to a large degree among the semi-skilled and even the skilled workers in manufacturing. Those without high seniority have been chiefly affected, and this has included those groups which have been the most consistent users of consumer credit. These have been the married men in the age group up to about 35 or 40, with children, with incomes from about $3,500 to $9,000 a year. They may become somewhat reluctant to take on new debt for the purchase of durable goods to as great a degree as they did prior to the 1957 recession.

However, lest these remarks be construed in too pessimistic a fashion, let me point out that the total burden of consumer debt has changed very little in the last four years. Total monthly payments have remained at about 13% of total consumer income after taxes over this entire period. Available figures also indicate that about 12% of spending units have instalment payments which exceed 20% of their income. This is a relatively small proportion and has changed little over the last four or five year period. Furthermore, the proportion of families who believe that buying on the instalment plan is a good idea has increased steadily over the last ten year period.

Conclusion

In my opinion all of this points to essentially the same conclusion, namely, that the sales of consumer durable goods will increase when general business conditions improve. However, they will remain near the bottom of the postwar 12%-14% range of consumer income after taxes. As a result, consumer credit outstanding will increase relatively modestly as a percentage of consumer income. In fact, the odds are strong that 1961, like 1958, will see a decline in the otal amount of consumer instalment credit outstanding.

*An address by Mr. Dauer before the National Industrial Conference Board Meeting, Houston, Texas.

Wainwright Adds to Staff

(Special to THE FINANCIAL CHRONICLE)

CLEVELAND, Ohio — Eugene F. Kulyan has been added to the staff of H. C. Wainwright & Co., Union Commerce Building.

With Paine, Webber

(Special to THE FINANCIAL CHRONICLE)

COLUMBUS, Ohio — Gernerd M. Cohen is now with Paine, Webber, Jackson & Curtis, Huntington Bank Building.

Sterling's Prospects Require Tougher Measures

By Paul Einzig

Noting the improvement in the British balance of payments, Dr. Einzig remindfully points out it must improve a great deal more before the deficit is ended. He weighs the possibilities of what will be done about taxes in the forthcoming April 17 Chancellor of the Exchequer's budget proposals, and advises on the need for a tough budget or a credit squeeze to defend the sterling against "hot" money pressures—foreseen late summer and early autumn.

LONDON, England—The sterling scare that followed the revaluation of the D. mark has subsided more or less, notwithstanding the well-meaning efforts of some people to keep it alive by canvassing the possibility of a devaluation. The support of sterling during March cost the authorities a great deal, for in addition to the visible losses of gold and dollars, they also assumed considerable forward commitments in order to bolster up forward sterling and thereby to prevent a wholesale withdrawal of arbitrage funds from London. The sterling area gold and dollar reserve could ill afford losses on a similar scale over a long period. For the time being, however, the cost of official support has declined to more moderate proportions.

Balance of Payments Improved

The balance of payments figures for February showed a distinct improvement, but they would have to improve a great deal more before the deficit is eliminated and the surplus is earned that would make it possible to face the withdrawal of "hot" money without further loss of gold on an appreciable scale. Nobody is in a position to know, however, whether the improvement in the foreign trade figures has continued after February. From this point of view the figures for March which are due to appear towards the middle of April are awaited with more than usual interest. As the Chancellor of the Exchequer may already have an approximate idea of what those figures will show, his Budget proposals, to be announced on April 17, will probably be influenced by the trend of the balance of payments.

If the improvement continues, Mr. Selwyn Lloyd may feel justified in taking some calculated risk by making tax concessions. Otherwise the best the long-suffering taxpayer can hope for is a "standstill Budget" with no substantial change either way. Even that would entail risk, as in face of a continued adverse balance of payments it would be on the safe side to produce a "tough" Budget, however unpopular that may be. Mr. Selwyn Lloyd is very anxious to avoid this and will no doubt do so if he has half an excuse for it.

There is growing pressure in the Conservative Party in favor of a reduction of taxation on the higher income brackets. Should the government yield it is certain that the trade unions would become even more difficult to deal with. In no circumstances could the Chancellor afford to be generous this year both to the so-called rich and the so-called poor. Although on innumerable occasions even since the war most concessions were made unilaterally for the benefit of lower income brackets, if on the present occasion the higher income brackets should be singled out for benefit there is bound to be trouble. It would mean that wage demands would be stepped up and driven home with the utmost determination. So concessions to the rich in the Budget would entail an accentuation wage inflation to the detriment of the balance of payments and of sterling.

Fallacy of Devaluation

Of course, the government could take the line of least resistance by devaluing sterling and live happily, if not forever after, at any rate until wages have caught up with the devaluation. In circumstances such as exist in Britain today that happy interlude would not last long. This is the main reason why the government is understood to be determined not to devalue. If in devaluing Britain's economic problems could be solved with a stroke of the pen the temptation to resort to that solution might become irresistible. Since, however, it would only mean buying respite for a year or two at the most, the feeling is firmly held in British official circles that it would not be worth while to devalue.

The trouble is that, in order to defend sterling in face of the pressure due to adverse balance of payments and withdrawals of "hot" money, the government would either have to produce a tough Budget or it would have to resort to more credit squeeze. Neither solution appears to be imminent at the moment. The government seems to be hoping for a continuation of the improvement in the balance of payments and intends to make full use of its increased drawing rights with the International Monetary Fund, if necessary, to resist pressure due to withdrawals of "hot' money or a revival of speculation against sterling. Moreover, the possibility that a revival of the dollar scare through some imprudent act of the new U. S. Administration might divert attention from sterling has not been ruled out altogether.

Late Summer-Autumn Pressure

It is on the cards that unless there is a really noteworthy improvement in the balance of payments during the spring and early summer pressure on sterling will grow during the late summer and early autumn. In face of such possibilities the government is advised from more than one quarter to consolidate Britain's increased external floating indebtedness either through the issue of another long-term loan abroad similar to the dollar loan of 1946, or through encouraging capital transactions such as the recent sale of British Ford. An external loan would encounter strong criticism on the ground that, while there may have been an excuse for it immediately after the war, there can be no excuse for it 16 years after the end of the war. Likewise, the sale of valuable industries would be criticized on the ground that Britain is selling its birthright for a mess of pottage. Indeed, it would amount to paying for the good time the British consumer was having in 1960 by abandoning the control of some very valuable national assets. Even so, the solution may appear tempting and the voice of the critics might be drowned amidst the rejoicings over being able to expand production without having to pay the price in the form of an immediate sterling crisis.

Sheehy Joins Gregory & Sons

Joseph J. Sheehy has joined Gregory & Sons, 72 Wall Street, members of the New York Stock Exchange, as manager of the firm's Municipal Bond Department, it has been announced.

A veteran of 30 years in the Wall St. community, Mr. Sheehy was formerly with White, Weld & Co., and prior thereto with Trust Company of Georgia and The Chase Manhattan Bank.

Quinn Adds to Staff

DENVER, Colo.—Byron E. Nesbit has joined the staff of Quinn & Co., American National Bank Building.

C. C. Collings Official Changes

Philadelphia, Pa.—Announcement is made of the election of Clifford C. Collings as Chairman of the Board and Joseph C. Chapman as President of C. C. Collings and Company, Inc. with offices in the Fidelity-Philadelphia Trust Building.

Joseph C. Chapman

Mr. Collings was formerly President of this investment banking firm and Mr. Chapman was Senior Vice-President. The firm of C. C. Collings and Company, Inc. is active in the field of municipal and authorities securities.

Mr. Collings and Mr. Chapman were principals in the organization of the firm which opened for business in January, 1925.

Straus, Blosser Will Admit to Firm

CHICAGO, Ill.—On May 1 Straus, Blosser & McDowell, 39 South La Salle Street, members of the New York and Midwest Stock Exchange, will admit Homer L. Grossman and H. John Ellis, Jr., to partnership. Mr. Ellis will make his headquarters in the Beloit, Wis. office.

Pohl Adds to Staff

(Special to THE FINANCIAL CHRONICLE)

CINCINNATI, Ohio — Joseph C. Lohrey has become connected with Pohl & Company, Inc., Dixie Terminal Building.

Joins J. N. Russell

(Special to THE FINANCIAL CHRONICLE)

CLEVELAND, Ohio — Leonard J. Kmecik has become affiliated with J. N. Russell & Co., Inc., Union Commerce Building, member of the New York and Midwest Stock Exchanges.

Housing, Mortgage, Banking And Personal Income Trend

By Dr. James Gillies, Assistant Dean, Graduate School of Business Administration, University of California, Los Angeles, Calif.*

Continuance of current trends in personal incomes and income distribution is held to reveal a favorable omen for housing construction, supply of mortgage funds, and general economic conditions. To this Dr. Gillies adds his doubts as to whether—unlike the recessions of 1949, 1953, and 1957—changes in mortgage money interest rates and terms will again stimulate a housing boom. He concludes that an upswing in personal income and not terms or interest rates will cause a similar response in housing if there are no extensive increases in housing prices. Based on an inference of average personal income reaching $10,000 a year by 1970, the writer comes up with a tentative forecast of 2.2 million housing units a year for the next ten years—or, a doubling of 1950's rate of output.

In this day and age when so much attention is focused on national and international economic problems it seems almost irrelevant to deal with such an individual, nonaggregative problem as personal income payments. Daily the newspapers are full of reports of the action of the Federal Reserve System, of meetings between the President and his new Chairman of the Council of Economic Advisers, and of staff papers designed to solve broad national economic problems. Indeed, even the sophisticated analysis of economic problems during the past 20 years has been turned more and more to analysis of aggregative problems, and the scholar of individual economics has to some extent been shifted from the limelight; in fact, it is a rare school where you now find a major faculty member studying so-called "consumer economics" and when you do find such a staff member he is often not in a Department of Economics or School of Business Administration, but in a Department of Home Economics teaching girls how to balance personal budgets.

I do not mean to suggest by this broad categorization that business cycle theorists and scholars concerned with national issues have neglected the study of personal income payments or consumer expenditures entirely. Indeed, they have not, since such expenditures are an important part of any analysis, but ever since Lord Keynes in his famous "General Theory of Interest, Employment and Money" suggested that consumption expenditures were or less a stable proportion of income and that the key element in changing levels of activity in the economy is changes in levels and amounts of investment, the problems of personal income payments and their distribution have been treated as residual items. After all, if you have a decline in economic activity, it is argued, that the solution is to increase aggregate income which in turn is done through increased investment, public or private, and with increased income in the aggregate, personal income will be higher and new patterns will emerge. But clearly, under such circumstances, it is the investment that is important and this is what gets the attention and the study.

Without taking issue with the entire framework of modern aggregative economic analysis I should like to suggest that there are important reasons for shifting emphasis to additional study of personal income patterns, to indicate some of the forces that are operating to change the pattern of income distribution, and to suggest the implications of these changes for mortgage bankers.

I

Since the end of World War II the economy has gone through a number of periods of readjustment or recession. The depths of these changes in economic activity have varied from time to time but in general it appears that they have been getting somewhat more intense each time, i.e., the recession of 1958 was somewhat stronger than that of 1953, and the one in 1953 was somewhat stronger than the one in 1949. Currently, everyone is wondering how long the present decline in business activity is going to last.

Skeptical Cheaper Mortgages Will Work

In analyzing these declines it is interesting to note two important facts. First, it seems almost certain that one of the most significant factors in pulling the economy out of the recessions of 1949, 1953, and 1957 was the tremendous increase in residential construction. The fact of the matter is that during the 1950's when the economy was most prosperous in terms of levels of industrial production, Gross National Product, etc. residential building declined and when the economy was something less than completely prosperous residential building increased. The reasons for this somewhat paradoxical situation—more houses were built when the nation was semi-prosperous than totally prosperous—may be found in an analysis of the cost of mortgage funds during these periods. However, in the current decline there is little evidence that changes in the terms and conditions under which mortgage money becomes available will in fact stimulate a great residential housing boom. At any rate there is more and more evidence that the demand for housing is not currently as susceptible to changes in interest rate and terms as it was during most of the 1950's. If this is so then it will take some other force than housing to regenerate the economy and move it into a new growth period.

Recognition of the Consumer

Secondly, the major economic activity that has not declined substantially during the current recession is consumer expenditures. Indeed, many analysts suggest that the most important factor in maintaining the economy at current levels has been the fact that consumers have been able, and perhaps equally important willing, to continue to purchase goods and services, despite indications of recession. In many respects the consumer has been the "hero" of the current business situation. Perhaps more importantly he will continue to be the hero to a greater extent in the future, and therefore, if we are to achieve the levels of growth that are anticipated, a fairly high level of consumer expenditures and a pattern of income distribution which will encourage consumer spending must be maintained. The implications of this conclusion is not that the consumer is once again an important element in the economy and that the pattern of consumer expenditures and incomes are more important than they have been in the past; they have always been very important. The significance lies in the fact that it heralds an increase in attention on the part of policy makers and analysts to the importance of consumer expenditure. Instead of focusing so much attention on the investment side of the economy, policy makers may once again consider consumer acivity as an important element to work with, considering means and methods of stimulating economic activity. In other words, tax policies may be as important as general monetary policies during the next few years in the arsenal of weapons used to maintain high levels of economic activity.

Importance of Personal Income

The importance of the distribution of income and levels of income payments has two additional implications for the mortgage banking community. First, the way in which consumers dispose of their income is of great importance since the difference between levels of income and levels of expenditure is savings and it is from these savings that lenders acquire the funds they use for lending. If consumers spend more out of a given level of income, savings drop and the available supply of funds for mortgage lending likewise declines, assuming that other demands for savings remains constant. Secondly, levels of income have a tremendous impact on the demand for housing. If, as has been suggested, the demand for residential housing will not be greatly stimulated in the future, or not as greatly stimulated, by a change in the terms and conditions under which mortgage funds may be acquired, if there is to be an upswing in housing demand, it will have to come about because more people have more money to spend on housing. There will have to be an upgrading of housing standards because of a new pattern of income distribution. And this will have to come about, if it is to mean anything, without an extensive increase in housing prices. Consequently, the prospective pattern of personal income is a matter of grave concern for anyone basically interested in the outlook for economic stability, the supply mortgage credit and the demand for residential housing.

II

The historical pattern of personal income patterns in the United States since 1776 has been, with variations, a general increase in the level of personal incomes and a broadening of holdings of income, i. e., the number of persons in the middle income levels is increasing through time—there are fewer very wealthy people and fewer very poor.

Past Personal Income Changes

Statistics often provide dull reading matter, but in the case of statistics of personal income and family income changes in the United States the implications of the statistics are far from uninteresting. Currently, total personal income payments in the United States amount to slightly over $400 billion—the comparable figure for 1929 (the peak pre-World War II year of prosperity) is approximately $86 billion. In three decades personal incomes in the aggregative sense have increased more than four times! At the low point of the depression, 1933, total personal income payments in the nation were estimated at $47 billion and by 1940 payments had increased to only $78 billion—less than in 1929. However, by 1950 the post-World War II pattern had emerged and total personal income amounted to a startling $225 billion — a threefold increase in one decade.

This rapid increase in personal income payments has been almost continuous since the early 1930's. In fact only in 1937 and 1949, in the entire period between 1934 and 1960, were personal income payments lower than in the previous year, and the slight declines in 1937 and 1949 were more than offset by rapid increases in the following years.

A good deal of the increase in personal income payments, it is often alleged, is actually spurious because of the great increase in prices. In other words the real income—the purchasing power of individuals has not increased because of price changes. The facts of the matter, however, dispute this contention. For example, in 1955 personal income payments in the aggregate were 355% greater than in 1927 and real personal income, i. e., income measured in terms of purchasing power was up an impressive 226%.

Total personal income payments through the past 20 years obviously increased with the general growth of the nation and one of the major elements in growth has been the expansion of population. However, population has not increased as rapidly as total income payments and therefore personal individual incomes have also been increasing rapidly. For example, in 1929 every individual in the nation had an income, on the average of $700 per year; currently each individual has an income of more than $2,200. Immediately, after World War II the average family income in the nation was $4,100; by 1958 it was $6,200 and currently it is close to $7,000. There are, of course, wide regional differences both in average size of family income and the rate at which family incomes are increasing. In relative terms the rate of increase has been fastest in the far west and southwest, but throughout the entire nation, on the average, every family has added $80 of purchasing power per year to its income every year since 1950.

The general increase in personal income payments and average family income has led to a new distribution of income. Families with incomes over $4,000 per year doubled since the end of World War II. Currently, only 36% of all families in the nation have incomes of less than $4,000. 42% have incomes from $4-8,000; 17% from $8-15,000 and 5% over $15,000.

In spite of this increase in the levels of incomes and the upward shift in the pattern of income distribution it is interesting to note that since the end of World War II, the proportion of total income received by various groups in the economy has not changed substantially. In other words, the top 5% of the families in the nation, in terms of income earned, still receive about the same proportion of total income payments in the nation as they did in 1946; similarly, the bottom 5% in terms of income, are receiving today about the same proportion of all income payments of the nation as they did in 1946. Since the end of World War II, therefore, despite the shift in incomes upward, the general rise in prices and various other structural changes in the economy there has not been an appreciable re-distribution of income.

What will happen to income patterns in the next ten years? Are the general rates of increase likely to be maintained—and if they are what is the effect of the increase on housing and mortgage markets?

Future Income Distribution

Clearly levels of personal income payments in the aggregate are a function of the degree of prosperity in the economy and predictions about the future of income payments must be associated with predictions about the future of general economic activity. If trends of the past are utilized, and if there are no major wars, it seems reasonable to assume that the gross national product will increase at about 3% a year. Given this rate of increase and no major structural changes in the economy, by 1965 average family income in the nation, in terms of the purchasing power of 1960, will be approximately $8,600 and by 1970 average income will approximate $9,700. In terms of rate of increase in 1970 average family incomes will be about 30% higher than in 1960.

With this general increase in average family incomes there will of course be a general movement upwards of all levels of income. In other words, just as in 1957 there were only 14.8% of all families with incomes less than $2,000 compared to 27.3% of all families in such an income category in 1930, in 1970 there will be even fewer families with such low incomes. Moreover, the real purchasing power of all families will be higher — prices will not rise as rapidly as incomes during the 1960's.

The crucial question related to

this matter, however, is whether or not there will be much change in income distribution in the next ten years. In other words will the top 5% of families in terms of income receive more, less, or the same amount of all income payments, and vice-versa.

As mentioned previously, in the period since the end of World War II there has been relatively little change in income distribution. However, there are forces at work which indicate that there may be some change in the next ten years. First, social security payments, minimum wage laws, extension of coverage of unemployment benefits, etc. are raising the incomes of many families, regardless of their fitness for employment; second, the increasing amount of technology in society is increasing the productivity per worker and therefore increasing the capacity of industry to pay higher wages; third, the increasing complexity of our industrial plant is requiring greater skills for operation and therefore more and more people are taking additional training and education giving them greater earning capacity. Consequently, there will probably be an upward shift in the distribution of income with a higher proportion of total income payments going to the lower and middle income groups than was the case in the 1950's.

These changes have important implications for the housing and mortgage markets.

III

It is a well-known fact that many factors influence the volume of home-ownership in the nation. Clearly, the terms and conditions under which mortgage credit is available is a significant item in determining the volume of sales and in recent years this particular item has received a great deal of attention. During the 1930s houses were very inexpensive, but people didn't buy because they simply didn't have funds for equities or expectations of income sufficiently sound to make them good credit risks. Incomes and income expectations must not be neglected when analyzing the outlook for housing demand.

Incomes and Home Ownership

As incomes rise the proportion of home ownership also rises. In 1960 it is estimated that 72% of all non-farm families with incomes of over $10,000-$15,000 owned their own homes; 65% with incomes between $5-$7,500 were homeowners and 52% of those with incomes between $4-$5,000 occupied their own homes. In total approximately 56% of all non-farm families were homeowners.

It would be inaccurate, of course, to suggest that as the general level of family incomes increased that there would be an automatic increase in homeownership. Indeed, if housing prices increased faster than incomes there could be a decline in home-ownership. But the experience of the past 15 years indicates that real incomes are increasing and will continue to increase in the next decade. Moreover, there is a shift in income payments to some of the lower income groups who have not been in the housing market. Consequently, the projected pattern of income payments for the next 10 years suggests strongly that basic forces will be at work to increase the demand for housing. If at an income of from $5-$7,500 a family enters the housing market, the fact that there will be an increase of about 15% in the number of families in this category augurs well for a substantial increase in the demand for housing. If by 1970 the average family income in the nation is close to $10,000 a year, the proportion of home-ownership in the nation should be much closer to 80% of all families than the current level of 60%. An increase of 20% in home-ownership implies construction of at least 2.2 million housing units a year for the next 10 years as a minimum—almost a doubling of the rate of output during the 1950s.

It would be foolish indeed, to predict housing demand on such flimsy evidence of income change and income patterns. Obviously, the costs of construction, availability of credit, changes in tastes and habits will have considerable influence. But, and this is the major point, on the basis of existing evidence and past patterns of development, if incomes increase as predicted the volume of home-ownership in the nation has a chance of rising from its current level of approximately 60% of all families to nearly 80%. Perhaps an important challenge for the lending industry is to find ways and means of encouraging the development of this trend.

IV

Associated with changes in income and income distribution are changes in patterns of savings. As to be expected as incomes change the pattern of savings also changes, and it is generally a truism that as incomes rise savings also rise. What is true for the individual is also true for the economy in the aggregative sense as demonstrated by the record of savings through the years. In 1929 personal savings were estimated at 4.2% of personal disposable income, i. e. income after taxes and other nontax payments such as penalties, fines, etc. In 1933 there was actually negative savings in the economy — people dissaved — but by 1939 savings had increased again to 2.9% of disposable income. After 1940, however, the real sharp increase in savings began. Between 1940 and 1941 savings increased 7.1% and between 1941 and 1942 another 16.6%. In 1947 as to be expected with the ability of consumers to buy goods and services which were unavailable during the war, savings dropped to 4.7% of income but as needs were met savings again increased and in the entire decade of the fifties the lowest amount of income saved was $12.6 billion in 1950 and by 1959 personal savings were $23.4 billion.

Sees Savings Rate Continuing

There is no reason to believe that the pattern of savings developed during the 1950s will not continue through the 1960s—that is about 7%, on the average, of all personal income will go into savings. As personal income increases the volume of savings will also therefore increase.

Where do people place their savings? The obvious places of course are savings accounts, life insurance, government bonds, stocks and bonds of commercial enterprises, and investment in equities in real property. Considering the major areas of savings flow it is interesting to note that time deposits in commercial banks increased by about $2.2 billion, shares in savings and loan associations about $7.2 billion and holdings of U. S. Government bonds held by individuals declined by $1.8 billion in 1959. Life insurance company premium payments increased $3.7 billion and pension funds went up a staggering $7.9 billion in the same year. The distribution of these savings, of course, varies by income groups; the higher the income the greater the savings and the higher the income the greater the proportion of savings in savings accounts. For example, 43% of the families with incomes over $10,000 had savings accounts of $2,000 and over but only 17% had U. S. Savings bonds amounting to more than $2,000 in value.

The savings pattern, therefore, with reference to mortgage lending indicates that the prospective increase in average levels of income will lead to more savings in the form of savings accounts primarily in savings and loan associations and a higher volume of life insurance company purchases. Both these conclusions augur well for mortgage lending. As an aside, it is interesting to note that pension funds are increasing at such a rapid rate that they, too, may well be tapped for a greater volume of mortgage funds in the future.

On balance, therefore, other things being equal, the prospective pattern of income distribution in the next 10 years indicates that savings will increase. As a result the supply of capital from which mortgage funds must be drawn will also increase, and moreover, the distribution of savings held by individuals towards life insurance companies in the form of premium payments and savings and loan associations augurs well for the total supply of funds available for mortgage lending. This does not mean that there will be less competition for funds — indeed, it will remain high, but the funds will be there for the competitive person to go after.

V

The Near Term Changes

The long-run trends are reasonably clear, but what is likely to happen to consumer savings, expenditures and indeed income next year. Basically most forecasters see personal income in 1961 leveling off at about 2% higher than in 1960. The increase is predicted upon the fact that in spite of some unemployment in certain areas wage and salary rates are relatively firm and there is pressure from organized labor to raise rates in many firms. This increase is not substantial but it is significant. At the same time it is generally estimated that savings will drop from the 1960 level. In 1960 savings have been unusually high — about 14% above 1959 — so that total savings in 1961 will drop about 8% less to the 1958 level of approximately $24.4 billion. The increase in savings in 1960 was accounted for by a sharp decline in expenditure for durable goods. In 1961 it is expected that these expenditures will increase and consequently savings will decline. However, the decline will do nothing more than stimulate business activity and help speed the movement of the economy out of the recessionary situation.

VI

In summary therefore it is apparent that mortgage lenders must be aware of changes in income levels and distribution for a number of reasons. First, levels of consumer incomes have a marked effect on housing purchases; second, levels of consumer incomes determine levels of savings from which mortgage funds flow; third, patterns of consumer incomes determine levels of consumer expenditures which markedly effect levels of general economic activity.

The forecast of consumer activities and incomes indicate that if current trends continue the demand for housing will increase and funds will be available for financing the increase. At the same time it should be carefully noted that economic activity depends on a wide variety of factors; that consumer income levels are integrally linked with levels of investment, tax policies, monetary action, etc. Therefore, the analysis of just one aspect of the economy must at best be limited and tentative. Consequently, the conclusions of this paper must always be interpreted in the light of what happens throughout the rest of the economy.

***An address by Dr. Gillies before the sixth annual senior executive conference of the Mortgage Bankers Association of America.**

Davis V.-P. of Madison Fund

Madison Fund, Inc., closed end investment fund has announced the election of Bancroft G. Davis as Vice-President.

Mr. Davis, who joned Madison Fund in 1956, has previously served as Assistant Vice-President and counsel.

At the same time the investment fund announced the promotions of Everett Callender and Rowland O. Wilhelm to Assistant Vice-Presidents.

A. Carlotti Opens

PROVIDENCE, R. I.—Albert Carlotti is conducting a securities business from offices at 219 Fountain Street.

Robot Teachers and Electronic Classrooms

By **Dr. Ira U. Cobleigh,** ***Enterprise Economist***

A swift appraisal of some of the advances in education stemming from teaching machines—and certain companies in line to benefit from the automated classroom.

One thing in favor of rivals or enemies, is that they keep us on our toes. When the United States enjoyed a big military lead on the rest of the world (for a decade after Hiroshima) by its perfection of the atom bomb, we coasted. Then in October 1957 the Russians sent up Sputnik and suddenly we were aware of a "space" gap—this time with the Russians out in front! That set in motion a swift reappraisal of our educational system. It seemed we weren't turning out enough engineers; and we set out to correct that situation in a hurry. The government set up a $75 million a year program of cash donations for labs and scientific equipment for schools and colleges, to those states that would match these funds, and use them for the same purpose. Graduating engineers began to receive the best post-sheepskin wage offers.

All this did not mean we'd suddenly "rediscovered" education—or given up the liberal approach to it. It merely accented the need for a speed-up in the educational process in strategically important areas. And it pointed up another thing already fairly well publicized—that there was an acute shortage of teachers. And this shortage seemed likely to persist.

One of the ways to implement a technological "crash" program, and to overcome a teacher shortage, was to apply automation to education; to speed up and improve the educational process and, where possible, to reduce the number of teachers required for it. This was the stimulus for the teaching machine.

Teaching Machines

We already had a fair start in closed circuit television lectures beaming a renowned professor in on dozens of classrooms throughout the country at the same time; and recording tapes giving swift lessons in languages. But much more intensive automation than that could pacefully hammer home the needed drills and skills at speeds geared to the intellectual intake of each pupil. Further, progress check-ups, and correction of errors had to be provided for if teachers were to be supplanted.

No one expected that teaching machines would replace seminar sessions, discussion groups or theses and dissertations; but it was felt that, particularly at the lower levels of education, where the process consists more of repetition or progression from basic principles or rules (as in language or mathematics) that effective machines could be developed. Much background work along these lines had already been done in the armed services, and by corporations in the training of technical workers to perform certain routine tasks in manufacturing or assembling products or in electronic winding or circuitry.

Inventor and Methodology

Credit for the teaching machine in programmed education is usually given to Professor B. Frederic Skinner of Harvard, who pioneered in straight-line, step-at-a-time, automated education. Under this a student gets a brief lesson or instruction and then is asked a question about it before advancing to the next step. On Dr. Skinner's machine there is a series of frames, arranged in the order of difficulty, in a machine. The student pulls a lever, a frame appears posing a certain question. The student writes his answer. Before he has time to change or alter it, the correct answer appears on the next frame. Refinements of the machine permit a further explanation to the student who put down a "wrong" answer, before he proceeds to the next stage. There is no hurry in this process. The student sets his own pace. If he's bright and eager he may race through the series. If he's less gifted it'll take him longer, but in either case the end result is certain knowledge implanted by patient presentation of material in logical order.

This logical order is all important and points up the indispensable element in the whole idea—programming. Laying out a course covering an entire school or college term is a major assignment. Often it will require months of work by a team of teachers or professors; and may cost anywhere from $20,000 to $75,000. Teaching machines will not do away with teachers; but they may remove a lot of the drudgery of teaching.

A number of companies have decided that teaching machines will become "big business." Automatic teaching machines may develop an annual sales market of $55 million within the next four years. The idea has received top flight endorsement among leading educators and such institutions of learning as Harvard, Columbia, Hamilton, and the Collegiate School; and in industry, Bell Laboratories, and Hughes Aircraft and Schering Corp.

Audio visual systems, programmed texts and viewing and response machines will probably be most prevalent. These will involve screens, frames, tapes, recordings, plus electronic screening, sorting, grading, retesting and the comparison and correction of results.

The Pacesetters

Publishers seem to have gained the head start led by *Grolier, Inc.*, renowned publisher of The Book of Knowledge. In association with Teaching Machines, Inc., Grolier has produced a low cost $20 "Min-Max" manually operated teaching machine suitable for "assembly-line" education. The stock of Teaching Machines, Inc., is privately held, but Grolier Inc. common is actively traded around 65 a share. "Min-Max" programs in languages, statistics, mathematics and spelling have been widely sold and Grolier management has estimated possible teaching machine sales for 1961 at perhaps $5 million.

Harcourt Brace & World Inc. (merger with World Publishing Co. took place last year) introduced its English 2600, a well programmed and automated text in High School English. It has been tried and found satisfactory by a number of secondary schools; and courses in several other subjects are now in preparation. Harcourt is a mature and respected publication company in its own right, ranking as the third largest unit in the publishing business. Stock sells over-the-counter at around 43.

The Western Design Division of *U. S. Industries Co.* has done important work in teaching machines under the leadership of a Psychologist Norman A. Crowder. The latter, in contrast to Dr. Skinner, specializes in "multiple choice" question machines. His company has on the market the AUTO TUTOR MARK II., a rather complicated machine operating 5,000 microfilm frames. The machine costs $1,250. Text for Crowder's systems are published by Doubleday as Tutor-Texts. U. S. Industries common sells at 13½.

Other entries into teaching machines would include *Rheem Manufacturing* with its Califone Didak 501 retailing at $157.50; *Talley Industries* researching heavily in the area; *Viewlex* for electronic training devices; *Cenco* for scientific equipment; *Litton Industries* which is working in educational electronics through its Westrex Division; *Hughes Aircraft* which has developed a Video-sonic system using slides and recorders; and *Eastman Kodak* which will market micro film devices costing around $400.

From the above you'll see the industry is in an extremely early phase. Most of the companies moving in are big companies for whom teaching machines are a side-line or a division. The industry is, however, bound to grow at a swift pace and investors who make the right early selections may find themselves well rewarded. Follow the leaders and you may earn while millions learn!

Univ. Container Debens. Offered

An underwriting group headed by Michael G. Kletz & Co., Inc., is offering today (April 13) $1,000,000 of Universal Container Corp. 6% convertible subordinated debentures, due April 1, 1971, at 100% and accrued interest.

Net proceeds from the sale of the debentures will be used to retire certain bank loans and conditional sales contracts. The balance of the proceeds will be added to working capital and used principally to reduce outstanding indebtedness and to carry additional inventories and accounts receivable.

Universal Container Corp., of Louisville, Ky., is engaged in converting and reconditioning tight wooden barrels and steel drums. The barrels are used primarily for storage, aging and transportation of distillery products. In addition the containers are used for storage and transportation of fruits and vegetables in brine, chemicals with acid bases, juices and fruit pulp, and mining products.

Consolidated income for the company and its subsidiaries for the fiscal year ended Nov. 30, 1960 was $9,229,471, and net income $240,045.

Upon completion of the current financing, outstanding capitalization of the company will consist of 267,500 shares of class A common, 520,000 shares of class B common, $1,000,000 of 6% convertible subordinated debentures and $872,204 of sundry debt.

Federated Investors Elect

PITTSBURGH, Pa.—Walter Bold has been appointed Assistant Vice-President of sales for Federated Investors, Inc., national distributor of Income Foundation Fund, Inc., and Federated Growth Fund, 719 Liberty Street.

Mr. Bold started with the company when it was established, and has served as sales manager for the past four years.

In Securities Business

BUTTE, Mont. — Treasure State Organizers, Inc., has been formed with offices at 53 West Broadway to engage in a securities business. Officers are Joseph J. McCaffery, Jr., President; Gordon T. MacPherson, Vice-President; and William N. Clarke, Secretary-Treasurer.

Form Black & Co.

HAVRE, Mont.—Black & Co. has been formed, with offices at 316 First Street, to engage in a securities business. Partners are Ellio D. Black, general partner, and George J. Jurenka, limited partner.

Coast Exchange Members

Announcement of two Pacific Coast Stock Exchange memberships was made by D. R. Hopkins, Chairman of the Los Angeles Division Management Committee.

Mr. Boyd L. Jefferies, general partner of Noble, Tulk, Marsh & Jefferies, Los Angeles, was elected through a purchase of a membership. Mr. Jefferies joined the firm of Noble, Tulk & Co. in 1955 and became a general partner in 1958. Noble, Tulk, Marsh & Jefferies is the successor firm to Noble, Tulk & Co., which has been a member firm of the Exchange for many years.

Morris Cohon, general partner of Morris Cohon & Co., New York City and Los Angeles, was elected through the intra-firm transfer of the membership of Mr. Martin Lynn.

J. P. Mortensen Opens

James P. Mortensen is engaging in a securities business from offices at 154 West 54th Street, New York City.

Form Oberstein Co.

Oberstein & Co., Inc. has been formed with offices at 32 Broadway, New York City (c/o Irwin Roth) to engage in a securities business. Officers are Martin D. Oberstein, President; C. Oberstein, Secretary-Treasurer; and E. Fiorella, Vice-President.

Form Ross Securities

NEWARK, N. J.—Ross Securities Corporation is continuing the investment business of J. R. Ross & Co., 60 Park Place. Officers are Jerome R. Ross, President; Lee Ross, Secretary-Treasurer; and Herbert A. Ross, Vice-President.

THE MARKET . . . AND YOU

BY WALLACE STREETE

Industrial stocks ended all the suspense bright and early this week when they showed enough concerted strength to push their average through the old high to achieve the highest readings in history.

For 15 months the 685 peak had stood inviolate and, at times last October when the index had retreated to 566, it even seemed impossible ever to see a reading that high again. Any such notions have now ended in a rush.

With the average pushing to uncharted realms, predictions of the eventual top were necessarily guesswork. However, even the more dour market students conceded that there was still a way to go before this popular index would be in an area where real trouble could develop.

The laggard section, which is no new story, is the railroad one where the lack of progress was called a warning signal on one hand, and labeled an obsolete group for any market measurements on the other hand. The era when railroads alone reflected the shipments of merchandise, so the argument runs, is long since over now that trucks and airplanes are carving out an ever-expanding role in transporting goods.

There were few followers of the eastern rails despite all the merger commotion which, itself, is clouded by the opposition to the mergers by other roads as they jockey for position. What interest there was, centered on the western lines that haven't the problems peculiar to the eastern ones but such interest was at a low ebb and the handsome yields available in quality issues went unheeded.

"Technical" Factors Favorable

The other technical indications were mostly favorable — volume expanding when the going was easy but contracting on irregularity. New highs far outpaced the handful of new lows that showed per session. Virtually none of the chartists who go in for various devious measurement methods were finding any danger signals except for the fact that the advance has been so fast and steady that it is logically in need of a correction.

There were still plenty of neglected items of quality offering a good yield, since the strength in the industrial section continues to be highly selective. The concentration on issues that show an ability to jump higher added American Home Products to the list of the multi-point gainers, and put it solidly on the new highs lists. And the issues that showed ability to push to a new high were usually sent well over the old mark on their demonstrated ability to move.

A Listless Specialty

Champion Spark Plug has been little in the way of a feature ever since it joined the listed trading in 1958. It didn't even swing over an arc of as much as half a dozen points in its initial year, and the best it did in 1960 was a range of a dozen points. In its trading life it has swung from 34 to above 50, the high reached this year. So far this year it has yet to carve out a range of 10 full points.

Champion offers an above-average yield of nearly 4% at its recent price on a well-covered dividend. Despite lower sales last year from the 1959 record high, the company was able to show a slight boost in earnings from $2.70 to $2.76 a share, in part from its diversification out of the spark plug business.

Interesting Petroleums

Oils quieted down a bit after they had come to life for the first time in a long while In this area the long neglect had made for yields running to as much as 5% as in Sunray Mid-Continent. The company showed a dip in earnings last year, but the $2.10 net easily covered the $1.32 indicated dividend.

The company's management is optimistic, apparently, since the capital expenditure budget for this year has been increased more than $8 million. In last year's earnings dip, it managed nevertheless to set a record for crude oil output. With some new plants completed last year, the company should start to show the benefits and, in addition, will finish several refinery projects this year to add to its potential in the future.

Despite some pickup in the market interest in Standard Oil (N. J.), these shares of an acknowledged blue chip were showing a return of nearly 5%. Jersey Standard has had rough times marketwise since 1957, losing almost 45% of its market value in declining from 68 to 38 late last year. Lately the stock has been on the brink of 50 where some hesitation might show up since it is a supply area on the rebound.

Jersey Standard is a definite growth situation despite its standing as the largest oil enterprise in the world. It has just expanded its domestic marketing to all 50 states against the 37 it served until this area of its business was expanded. Both this and its expansion abroad will permit the company to increase its operating efficiency and benefit its reported earnings. Like others in the industry, the company has made progress in solving its price, problems, and was able to show increased earnings last year despite the recession, leaving a blue chip issue that is far from being overvalued by most market yardsticks.

Un-Squeezing Chemical Profits

Like the oils, the chemical companies have been in a profit-squeeze for the last couple of years that dimmed the lustre of their "growth" status which, in past times, was their chief appeal to investors. But lately among securities analysts there were feelings that the influences which had hurt their profitability were moderating and they could be set to make a turn. Accelerated depreciation was one of the factors that pinched profit margins and the squeeze is probably over unless new legislation is passed. Labor costs ran ahead of their sales growth, too, but it is expected that the growth of these will be slowed down and offset by increased productivity.

One issue that had been largely dormant until this week was American Potash which has held between 41 and 54 so far this year. Despite dividend increases in the last couple of years it has made no bid to reach the 60 level that it hit last in 1957, the year after its last stock split.

There was still little action to the steel shares despite the recurring predictions that they, too, will go into their upturn shortly. The cyclical companies that will benefit immediately if overall steel business perks up, like Pittsburgh Metallurgical, are those that supply the major steel producers. Pittsburgh is an important supplier of chrome and silicon alloys to the big steel mills, and could show radically changed fortunes if the stainless steel field resumes its strong growth trend.

Promising Specialties

In the specialty companies Northwestern Steel & Wire which depends on the construction and agricultural markets could show better results without any great pickup in overall steel demand In fact, the company reports that sales currently are running well ahead of the previous quarter when results covered the dividend more than twice over. Its major business is from rods and wire products, serving agriculture, farm machinery makers, construction firms and consumers through farm and ornamental lawn fences, among other products—all fields that are remote from the major companies' biggest customers, the auto industry.

[The views expressed in this article do not necessarily at any time coincide with those of the "Chronicle." They are presented as those of the author only.]

Arneson V.-P. Of Dittmar & Co.

SAN ANTONIO, Texas—Richard O. Arneson has been elected a Vice-President of Dittmar & Co., Inc., 201 North St. Mary's Street, members of the New York Stock Exchange. Mr. Arneson is manager of the firm's sales and trading departments.

Garvin Bantel to Admit Partner

Garvin, Bantel & Co., 120 Broadway, New York City, member of the New York Stock Exchange, on April 20 will admit John T. Durkin to partnership.

First Cleveland Adds

(Special to THE FINANCIAL CHRONICLE)

CLEVELAND, Ohio — William A. Reider has been added to the staff of The First Cleveland Corporation, National City East Sixth Building, member of the Midwest Stock Exchange.

NYSE Community Expands in 1960

The New York Stock Exchange Community expanded by 10% in 1960 to 82,600 persons, Exchange President Keith Funston, has announced.

Mr. Funston, in reporting on the sixth annual survey of persons conducting the work of the Exchange and its 670 member organizations, noted that the increase last year was 7,600 persons.

This was more than twice the growth of 3,400 persons that took place in 1956, the first year for which complete Exchange Community growth statistics are available.

Overall, the expansion of the Community in the last five years has been more than 40%—from 57,900 at the end of 1955 to 82,600 at the end of 1960.

"This personnel expansion has taken place in all parts of the country, as member firms of the Exchange have opened more offices in large and small communities to serve a rapidly increasing investing public," Mr. Funston said. During the same period, he noted, shareownership has expanded from 8.6 million to a recent unofficial estimate of 15 million.

Mr. Funston declared that the annual rate of personnel increase for the Exchange Community over the past five years has averaged 7.4%, but that it has shown a marked acceleration in the last two years — 11.8% in 1959 and 10.1% in 1960. In 1956, 1957 and 1958, the rate of increase was 5.9, 5.1 and 4.2%.

The greatest personnel increase within the Exchange Community has been among registered representatives — persons who qualify through experience and special training to handle the public's business. (The Exchange noted that most registered employees handle customers' accounts but some are engaged primarily in other activities for their firms.)

The number of registered representatives rose more than 70% between 1955 and 1960, from 16,325 to 27,896. The increase for 1960 alone was about 3,000.

A record 1,470 registered representatives are women, compared with 704 in 1955 and 178 in 1946, the first year for which this particular statistic is available.

Members, general and limited partners and stockholders increased by a third in the five years, from 5,108 at the end of 1955 to 6,777 last year. Some 477 of these are women, of whom 52 are general partners or voting partners, compared to 24 in 1940, when the first such count was available.

All personnel of member firms other than partners, stockholders or registered representatives number 46,491 at the end of 1960, 32% more than the 35,240 on the rolls at the end of 1955.

The staff of the Exchange itself showed the smallest percentage increase in the five years, rising less than 20%, from 1,200 in 1955 to 1,436 late last year.

The total of 82,600 persons for the entire Exchange Community represents more than half of the 160,000 persons estimated to be engaged full-time in the securities industry in the United States.

Wirka Joins Cruttenden Co.

CHICAGO, Ill.—Robert C. Wirka has joined Cruttenden, Podesta & Co., 209 South La Salle Street, members of the New York and Midwest Stock Exchanges, as director of advertising, Robert A. Podesta, managing partner of the coast-to-coast investment firm, has announced.

Mr. Wirka has been an account executive in the Chicago office of Doremus & Co., national advertising agency, for the past eight years. Previously, he was with W. F. Hall Printing Co., in production and sales work. At Cruttenden, Podesta, he will be responsible for all advertising and direct mail for the firm's Chicago head office and 19 branches.

Forms Ind. Secs. Co.

GARY, IND.—Jay Stanley is conducting a securities business from offices at 504 Broadway under the firm name of Indiana Securities Company.

The New Peace Corps

By Roger W. Babson

Asking that the Peace Corps be taken seriously, Mr. Babson explains why members should receive the equivalent pay of a second-lieutenant. Moreover, he suggests Congress be as financially lavish with the whole program as on the development of missiles or some newly discovered revolutionary weapon. Though quite aware of the problems the idea poses and in recruitment of personnel, Mr. Babson foresees its possibilities for success and its anti-war potentialities.

Our defense against World War III may not be nuclear missiles or atomic submarines but rather something far more revolutionary. I refer to the Peace Corps.

Peace Corps Described

President Kennedy has sent a message to Congress on his proposed Peace Corps suggesting that 1,000 young and middle-age people be ready to leave by the coming Christmas. Among projects in the exploratory stage are work for surveyors, engineers, and geologists. Expert farmers and those acquainted with the use of insecticides and fertilizers are needed. Also in demand are carpenters who will get neighbors together, as in the old days, to erect houses and barns for one another. The headquarters at Washington tell me it has 25,000 applicants, although a majority of these cannot hope to meet the requirements.

Certain Requirements Must Be Met

The Plan will not be successful with non-paid volunteers. Whether or not these men and women are obtained by volunteering or by drafting, they must be under army discipline and subject to the same length of service as those entering the fighting ranks. They must be carefully "screened" as to loyalty, personality, and education. They naturally should fluently speak the language of the country to which they will be sent and be well trained for the character of work in which they will be engaged. Surely, the Peace Corps Personnel are entitled to the pay of a Second-Lieutenant.

To make this new Peace Army successful, Congress must be prepared to spend as lavishly thereon as it would spend on the development of missiles or any nuclear weapons. This new army should be taken very seriously and be placed under our U. S. Defense Dept. with President Kennedy as Commander-in-Chief. Every nation should be entitled to the aid of the Peace Corps, although its personnel should be sent into a nation only at the nation's request. Whether or not the Peace Corps should or should not be tied up with foreign aid is to be decided later.

Peace Corps and Defense Department

It is a great mistake to compare the proposed Peace Corps with the Civilian Conservation Corps organized by Franklin Roosevelt to give work to unemployed young men during the depression of the 1930s. In order to be successful, the Peace Corps must be carefully selected, organized, trained, and disciplined. It must be treated and financed as if some entirely new revolutionary weapon had been discovered which we must either adopt or we will be sunk!

Certainly all nations including Russia will be free to organize similar Peace Corps. I understand that Charles deGaulle is much interested. This development creates an entirely new and apparently overlooked situation. Would it be good or bad for the movement to have different Peace Corps of other nations working within a single nation such as one of the Latin Nations of Central and South America, including Cuba? Frankly, no one now knows. The whole idea is so new with such far-reaching possibilities and dangers. If several nations plan to send Peace Corps to a foreign country, surely the members of each will be able to talk with each other since they can speak the language of the country to which they are sent. If both men and women are accepted, this makes a further complication.

Would China Send Out Peace Corps?

Studying this whole idea with its ramifications, it may result in doing more to bring the nations together than has even the United Nations. There are about 100 separate nations now in the United Nations Organization. Imagine only a small proportion of these 100 nations sending out Peace Corps. Furthermore, although Communist China is now being kept out of the United Nations, yet China would be free to send Peace Corps into the leading nations. One more thought, what if China should decide to send Peace Corps into the United States? Perhaps all the above may cause President Kennedy, or at least Congress, to pass the entire problem over to the United Nations to operate. Knowing, however, how slow the United Nations works, this may kill or delay the entire idea as now set up. I am strongly for the Peace Corps as set up by the present able leader, R. Sargent Shriver, Jr. It, however, has great possibilities and may be the one thing to head off World War III and save civilization.

E. T. McCormick Honored by ASE

The American Stock Exchange held a testimonial dinner April 5

E. T. McCormick

in honor of Edward T. McCormick's tenth anniversary as President of the Exchange. About a thousand guests were in attendance at the dinner.

Hayden Stone to Admit Partners

On May 1 Hayden, Stone & Co., 25 Broad Street, New York City, will admit Lloyd C. Young and Joseph A. Field, Jr. to partnership. Mr. Young will make his headquarters at the firm's Los Angeles office, 5657 Wilshire Boulevard; Mr. Field will be located in the Sherman Oaks, Calif., office, 14221 Ventura Boulevard.

Annett & Co. Names Directors

TORONTO, Canada — Annett & Company Limited and Annett Partners Limited, 220 Bay Street, announce that Herbert L. Rowland and William F. Hill have been elected directors.

FROM WASHINGTON ...Ahead of the News

BY CARLISLE BARGERON

With 80 days of the first 100 elapsed, the new President hasn't even attempted to equal Franklin Roosevelt's grand slam of 1933. Another difference is that he has done nothing to alienate business. But he already has dwarfed the score rung up by Dwight D. Eisenhower at the beginning of his first term.

A survey by *Congressional Quarterly* showed that President Eisenhower got off to a slow start in 1953 and so did his short-lived Republican Congress. By March 31 of that year the GOP 83rd Congress had approved only two of the 19 Presidential requests, had rejected one and had taken no action whatsoever on 11.

In roughly the same period the CQ checkup showed President Kennedy has:

Filled more than 200 top Governmental posts with "minimum criticism." Most of his nominees have been confirmed, none rejected!

Laid down the bulk of his program in 15 separate messages!

Submitted a priority list of 16 measures, of which Congress has enacted three. Six of the remaining 13 have been passed by one or both houses.

But Senate Majority Leader Mike Mansfield was speaking modestly when he said that Mr. Kennedy's toughest legislative trials lie ahead.

Starting this week the President's $1.25 minimum wage bill, badly compromised in the House, faced its big test of survival in the Senate.

An even rougher round will follow on the President's aid to education bill, already bogged down by the Parochial school issue.

A third major Kennedy bill—medical care for the aged—is in so much trouble that it may not reach the House floor at this session. His plan to build low income houses with no down payment and 40 years in which to pay for the house has run into considerable opposition. All in all, Mr. Kennedy will need all the honeymoon luck he can salvage.

* * *

There was an awful howl when the House recently passed a resolution providing each member with an additional clerk at $6,700 a year. One newspaper chain described it as a grab.

But a check-up reveals that less than one third of the members now pay their staffs the full amount allowed by Congress and not more than a third will add the additional clerk to their staffs. These are members who have large districts and an unusually heavy mail.

* * *

Representative Wayne Hays, a Democrat of Ohio, and a Kennedy booster, has been having trouble with a fire breathing constituent. He wrote that the "pressure" being applied by the President on Congress is simply awful, and it must be stopped. To top this, he demanded that Mr. Hays urge the President to call off any future live TV press conferences.

Hays replied calmly that Mr. Kennedy had never applied pressure on him but that his predecessor had. And as far as TV press conferences are concerned, Mr. Hays reminded his constituent that all TV sets are equipped with switches and he could turn the conference off when he wanted to.

The letter so riled the constituent that he fired back an explosive missive to Mr. Hays and sent copies to all the newspapers of the 18th Ohio district.

Hays replied:

"Dear Sir:

Twice in the last week some crackpot has written me a letter and signed your name to it. I thought you ought to know about it before he gets out of hand.

Mr. Hays has heard nothing since.

Chas. B. White Forms Own Co.

HOUSTON, Tex.—Chas. B. White is now conducting his own investment business under the firm name of Chas. B. White & Co. from offices in the Rusk Building. He has recently been a partner in White, Masterson & Co.

Empire Securities Opens

(Special to THE FINANCIAL CHRONICLE)

SANTA ROSA, Calif. — Empire Securities has been formed, with offices at 1200 Yulupa Avenue, to engage in a securities business. Officers are Lee Evans, President; Walter M. Wells, Executive Vice-President; Hugh B. Codding, Vice-President, and Herbert C. Hilliard, Secretary and Treasurer.

Mr. Evans was formerly with Lester, Ryons & Co.

Technology Will Cope With Resource Deterioration

By Bruce C. Netschert,* *Director, Washington Office, Boni, Watkins, Jason & Co., Inc.*

Intensive analysis of factors bearing on the future supply-demand condition of our natural resources scores dismal spectre generally entertained which contends we face a likely physical exhaustion or prohibitively high economic cost of our basic assets. Researcher Netschert states he places his faith in modern technology, "not as a mystique, but as one of the shiny new facts of our era," to save us from physically and economically running out of vital resources in time. Pessimistic estimates are said to err because they are not weighted with the technological factor. Dr. Netschert deals with energy, non-fuel mineral, land and water resources, and conceives whatever technological blights may have occurred being cured by further advance of technology.

Natural Resources and Economic Activity

The President's recent message to Congress on natural resources illustrates once again the increasing attention being given in this country to our present and future natural resource position.

The phrase "natural resources" is certainly a common one, but it has, unfortunately, different meanings to different people. The usual understanding of the phrase is in terms of materials: the natural stocks of minerals in in the ground; our forests as a source of lumber; our water supply for household, industrial and agricultural use, and for power; and the land, in the sense of the productive base for agriculture. This is the usage in the Presidential message.

Bruce C. Netschert

But natural resources can also be viewed more broadly. Land is a natural resource in the sense of space on the earth's surface; it is the resource on which we build our cities and suburbs and it is also the resource to which we turn from them for recreation, providing us with the esthetic values of scenery and wildlife as well as the more utilitarian pleasure of hunting. The water in our lakes and streams is also a recreational resource, providing bathing, boating and fishing. For minerals our natural resources constitute not only the deposits currently being exploited, but all the potential sources from which we could, if we wished, obtain the various mineral materials. They include the earth's crust itself.

And yet there is still more. The oceans are already a source of food and recreation, and one metal — magnesium. They offer the potential of power in the tides and of fresh water in inexhaustible quantities through desalting, both of which fields are currently the subject of experiments On a more remote level the oceans constitute our resources of deuterium, on which the hope of fusion power in unlimited quantities is based.

Finally, natural resources include the atmosphere. It is, after all, the air we breathe. And it is also a source of materials, yielding nitrate for fertilizers, oxygen, and the rare gases argon, neon and so forth.

So natural resources are, in the broadest sense, our entire earthly environment; both the animate and the inanimate, the living and non-living, above, below, and around us.

This may be a rather poetic concept, but it is a lot less poetic than it was a few years ago, and it is getting less so all the time. Nevertheless, it is true that since it represents natural resources taken to the limit, the absolute sum total that we have to draw upon, it may in some instances have no immediate or imminent significance for us. When we refer to scenery and wildlife we are talking about the environment with immediate meaning for us, but when we talk about the entire earth's crust as a source of minerals, or the oceans as a source of fresh water on a large scale, we must retreat to the harsh world of economics, where costs set the limits to what is immediately or imminently significant.

Some, indeed, have taken this approach exclusively, and consider that resources exist only if they have functional significance. Zimmermann, for example, considers that the physical substances in nature "are 'neutral stuff' until man (1) becomes aware of the substance, (2) learns how to make use of it, and (3) develops ways of making the substance available for use."[1]

Now this difference of opinion over the use of the term "resources" has elements of semantic quibbling in it. What does it matter, one may ask, which meaning is used as long as it is clearly stated? There is more to it than that, however, as I hope to make apparent in the course of this paper. To Zimmermann, the iron ore deposits under the feet of the Indians roaming the Mesabi country were not resources, since the Indians were not even aware of this wealth, and couldn't have used it if they wanted to, aside from negligible use for pigment.

Technology as a Creator of Resource Availability

But to apply this same approach to the modern scene overlooks the fact that we have something the Indians didn't have — modern technology. We are aware of what exists in nature, even if we're not currently using it. For example, Harrison Brown a few years ago pointed out that we can extract metals from ordinary igneous rock, if we wish. One hundred tons of average igneous rock contain, among other things, eight tons of aluminum, five tons of iron, 1,200 pounds of titanium, 180 pounds of manganese, 70 pounds of chromium, 40 pounds of nickel, 30 pounds of vanadium, 20 pounds of copper, 10 pounds of tungsten, and four pounds of lead. In addition, the uranium and thorium content of the rock could provide the energy necessary for the processing and still leave a net energy supply available for other uses. Such an operation, is, of course, wholly uneconomic today, but the possibility that this may become economic in the future should not be disregarded.

Even where our technology is still inadequate and the process itself eludes us, as in the production of power from deuterium fusion, we should not deny the possibility of future mastery of this enormously difficult problem and the existence of what are, in any event, deuterium resources.

1 Erich Zimmermann, *Conservation in the Production of Petroleum*, P. 7.

The argument really turns on the perspective that the different concepts of resources provide with their use. The perspective in the Zimmermann approach is limited to the here and now, the actual and the economic. The perspective in the approach I favor includes the possible and the potential, the future and the as yet uneconomic. At the same time, this approach does not ignore the more limited category covered by the Zimmermann approach. It includes, as part of our aluminum resources, the common clay found in all too many places; but it also includes the bauxite deposits that currently supply us with aluminum.[2]

Within the environment the various natural resources are present in widely varying conditions and circumstances of occurrence, which provide a range, or spectrum, of availability. That is, some resource occurrences may be readily available for exploitation, whereas others may necessitate the application of advanced technology for their use. Some land, for example, may be ready for the plow as it stands; other land may require elaborate irrigation works before it can be cultivated. A mineral deposit may be of rich ore, requiring relatively simple processing; another may consist of lean ore, or a complex mineral assemblage, requiring highly involved metallurgical techniques for processing. The level of technology thus determines what portion of the resource spectrum is economically exploitable at any given time.

But the level of technology is not constant over time. We are being made increasingly aware that technology grows and progresses, as it builds on itself. With respect to the availability of resources, technological progress may have two effects: (1) Resources already economically available may become available at lower cost, and (2) Resources that were previously potential only, being uneconomic to exploit, may become economic.

2 The specific terminology employed in this approach is as follows: "Reserves" are the known natural stocks of a mineral raw material that are available under current technological and economic circumstances. The "resource base" is the total stock afforded by the environment, including both discovered and as yet undiscovered quantities, and regardless of the feasibility of exploitation. "Resources" are that portion of the resource base, including reserves, that seems likely to become available given certain technological and economic conditions. (See S. H. Schurr, Bruce C. Netschert, *et. al., Energy in the American Economy, 1850-1975* [Baltimore; Johns Hopkins Press, 1960], Chapt. 7)

An example of the first effect is the recent development of the use of ordinary ammonium nitrate fertilizer as an explosive. This was the material responsible for the Texas City disaster of a few years ago, but it normally requires special detonating devices. Not only is it much safer than ordinary explosives, but since it can be purchased and handled as bulk fertilizer until it is prepared for explosive use it has yielded significant savings. Thus any mineral resources that were already profitable to mine and with which this new explosive could be used became more profitable with its use.

The second effect is well demonstrated by the recent development of agglomeration as a means of using the taconite iron resources of the Lake Superior region. Taconite is a low-grade, iron-bearing rock that must be ground very fine to liberate the contained iron oxide particles. But particles the size of dust cannot be used in the blast furnace in which iron ore is smelted. By agglomeration, the fine particles of iron oxide are combined to form pellets, or nodules, of uniform size and composition. Taconite is now an economic iron resource, and interestingly, the agglomerate is in many ways a better charge for the blast furnace than the high-grade ore formerly used, because of its uniformity and even higher iron content.

Degree of Substitution Now Available

A less direct effect of technology on resources occurs through substitution. Here technological progress, by offering new possibilities for substitution may effect patterns of resource use. Such heightened substitutability is particularly evident in the field of energy resources. Coal, oil and gas are, of course, substitutable for one another in the sense that all are fuels that can be burned to obtain heat; and they are further intersubstitutible with hydropower as a source of electric energy.

But beyond this obvious level there is further substitutability even in those uses which are ordinarily thought of as specific for a given fuel. Thus, although petroleum is the ordinary source of gasoline and other liquid fuels for internal combustion engines, such fuels can be made from natural gas and even from coal. And gas the same as that which currently heats our homes can be synthesized from both petroleum and coal. Even coal faces a substitute, although a limited one, in petroleum coke produced in certain refining processes. This is not to say that this intersubstitution can be done at the same cost. The emphasis here is on the physical possibilities, not the economic.

A still more subtle substitutive effect is illustrated by the use of certain synthetic fibers in place of a traditional vegetable fiber, such as cotton. If the cellulose for the synthetic fiber is obtained from pulpwood, the effect is to substitute forest land for the cropland that was used to raise the cotton.

I could continue with other examples, but I think the major point is already clear: the really significant benefit afforded by substitutability as created by technological progress is the increased flexibility it offers in the economy. As the business cycle is currently reminding us, economic activity is dynamic; it is in many ways analogous to the biological system inherent in living things. This dynamism is the result of being in metastable balance or equilibrium, an adjustment to both internal and external changes that are constantly occurring, so that the balance itself is constantly shifting.

In biology it has been found that the more adaptable the living organism is—the more readily it can compensate for and adjust to changes in its evironment and in its internal system—the better its health and the greater its chances for survival. So, too, in the economic world. The more readily an economy can adjust to both internally and externally induced changes, the better its health and the greater its chances for survival. Thus it benefits the economy when the range of resources that can be put to use is widened, and the flexibility with which resources can be utilized is increased through technological progress.

Technology as a Devourer and Degrader of Resources

This recital of the benefits and advantages afforded by technological progress as it pertains to natural resources must now be tempered by recognition that the results are not wholly beneficial There is, unfortunately, a negative side as well.

There is, first of all, the accelerating effect on resource use. Mere population growth has, of course, meant that our resource needs have increased with time. But our use has been growing at a faster rate than population growth; there has been an increase in the per capita consumption of resources. As the

Continued on page 56

How Vulnerable Is Your Company to Proxy Contest?

By Joseph Duff Kelly, *Duff Kelly Organization, New York City*

Close-up of proxy contests, from their inception to their finis, shows: who starts them, the reasons for and the situations which invite such maneuvers, and how to correct vulnerability. Mr. Kelly has been on both sides of contests at one time or another where he has helped either dissidents to mount the attack or managements to defend themselves. In relating the lessons learned, he stresses the importance of professionals. "Proxy contests," he says, "cannot be conducted successfully by amateurs."

This is the season of the annual meeting, when management puts on its finest array and the voice of the stockholder is heard throughout the land. It also is the season of proxy contests when management frequently must defend its stewardship against those who seek to replace it.

During the past six years, management of 136 listed companies defended their right to continuity; 36 lost and 11 others remained only after negotiation and compromise. These figures, from the records of the Securities and Exchange Commission, do not include scores of contests in unlisted companies whose fights for control do not come under SEC rules and regulations, and where no holds are barred.

So far this year, publicity has been given to some eight contests for control. Alleghany Corp. and National Theatres & Television, Inc. are in the midst of proxy fights. Endicott Johnson and Chrysler Corp. were threatened, but the opposition subsequently withdrew. The threat against Chance Vought Corp. appears likely to be concluded in a merger with Ling Temco, Inc. However, Goldfield Consolidated Mines, Co., Martin Company of Texas and United Industrial are currently threatened with contests at their annual meetings.

Last year (fiscal year ended June 30, 1960), the Securities and Exchange Commission had recorded some 25 proxy contests of which management won 21, the opposition three. One was negotiated.

The accompanying list of contests for which management and the opposition filed 14Bs with the SEC includes three companies, Capital Airlines, H. L. Green & Co. and Industrial Rayon, for which contests were scheduled at both special and annual meetings. Neither the Capital Airlines nor H. L. Green special meetings were held for lack of a quorum. The special meeting of Industrial Rayon was to approve a proposed merger which was not consummated.

The growing number of proxy contests which have accomplished the ever widening distribution of corporate securities have increased the susceptibility of many companies to fights for control. They have also raised the questions in many management minds of how vulnerable their company is; of how vulnerability may be determined with some degree of accuracy; and what constructive steps should be taken to strengthen management and to lessen the possibility of a contest.

Further on in this article there is a series of questions which will give a rough idea of vulnerability. We say "rough" because an analysis of each situation would be necessary to determine vulnerability with any degree of accuracy.

Proxy-Prone Factors

First, let us discuss some of the factors which make certain companies targets for proxy contests; what kind of people insurgents are; and what action has been taken so far this year by companies faced with fights for control.

Most likely candidates for control fights are those companies in which management has small personal holdings and which have experienced a decline in earnings, or a reduction or omission of dividends. These are choice situations for the insurgent who sees in them an opportunity to gain control with a minimum investment and to support his campaign against management with "facts."

Second most likely source of proxy fights are those companies which have split management, dissident directors or unhappy stockholders. Of course, companies which have cumulative voting are always subject to dissident groups of stockholders who seek representation on the Board of Directors.

To stop or to offset a proxy fight, it is necessary to understand what encourages such contests and the people who conduct them. Even before that, it is wise to analyze one's own company to determine whether it is susceptible. This analysis should be undertaken only with the aid of professionals.

This is probably the most opportune time to point out that a proxy contest is no place for amateurs. In making that statement, we include lawyers and public relations people who have had little or no experience in such contests. To support it, let us cite two proxy fights last year.

Two Rueful Examples

In a large mid-Western contest, one group lost largely because its public relations people did not fully understand timing and the presentation of material to independent stockholders. In another contest, the insurgents came into a special meeting with a majority of the votes, but lost because they did not have more than 50% of the total outstanding stock, a requirement in that state for those who call special meetings to replace the Board. The attorney, in his first proxy fight, discovered that clause in the state law too late.

These are but two of many examples where mistakes have been costly. To realize how expensive proxy contests can be, consider this: A proxy contest in a small company today runs upwards of $25,000 for each side. Larger ones can run to more than a million dollars.

Management has the company's treasury to back it, but an insurgent group usually has to win to regain its costs. When the opposition wins, it invariably asks for and receives reimbursement of its expenditures. For example, after gaining control of New York Central, the opposition group, headed by the late Robert R. Young, estimated expenses at $1,308,000 for which the railroad reimbursed them.

Because insurgent groups must win to get their money back, or at least to be sure of it, they rarely enter a proxy contest without the aid of a team of experts.

In analyzing a company to determine its susceptibility to a proxy contest, the professional will want to know how much stock management controls; who the large stockholders are and whether they are friendly to management. Next he will study the list of stockholders and the transfer sheets to see whether there has been any recent accumulation of shares. He will also compare the amount of stock held by individuals with that held in brokers' names. He knows that individual holders tend to favor management whereas stock held in "Street" name is more easily influenced by opposition groups. By using certain ratios, he can estimate the susceptibility of the company to a proxy fight; in other words, how much stock an insurgent group would need to become a real threat. He can also suggest numerous ways to strengthen management's control.

There are other factors to be weighed, such as the company's community and labor relations and occasionally they will outweigh other considerations. For example, the attempt of the Glen Alden group to buy control of Endicott Johnson earlier this year was thwarted by management's appeal to employees and the community for help against "outsiders." Excellent labor and community relations, built up over a period of years rallied support for management which was sufficient to discourage the opposition.

Recently, Ling-Temco Electronics Inc. sought control of Chance Vought Corp. through: (1) an offer above the market to other stockholders; (2) acquisition of Chance Vought stock in the open market, and (3) possibly through a proxy fight.

Chance Vought management, obviously unable to match the large stock purchases of Ling-Temco (stated at 38% of the outstanding total) sought to meet the challenge by filing an action in the Federal Courts charging that the two companies are directly competitive in a substantial amount of work and alleging their merger would be in violation of the anti-trust laws. The Department of Justice subsequently announced it was investigating the situation. As this story is written both companies have announced a joint plan of merger which, if approved by stockholders, would prevent a proxy contest.

In a move somewhat similar to Chance Vought's first plan to ask protection of the anti-trust laws (no two cases are exactly alike), Union Oil Co. last year charged that Phillips Petroleum Corp. was violating the anti-trust laws by seeking to increase its large holdings in Union. The Attorney General's office entered this contest and ordered Phillips to divest itself of the Union stock.

The foregoing contests are not proxy fights in the strict sense since the people seeking to take over apparently are willing and able to buy control outright. However, they do indicate the numerous avenues open to resourceful management in its fight to retain control.

Management Has the Advantage

In a proxy contest, management starts out with many advantages. Bankers and brokers who have done business with a company usually remain loyal to management, if only for selfish purposes. They often can and do influence blocks of stock. Management can also delay giving a list of stockholders to the opposition, thus hampering the insurgent group's analysis and strategy as well as adding to its costs. Last September, the Murchison group, which seeks to replace Alleghany Corp. management at the forthcoming annual meeting, asked the courts to direct management to turn over a list of stockholders to them. After numerous motions pro and con, the right of the Murchisons to the list was confirmed by the New York Court of Appeals on March 3, five and a half months after the first request.

What kind of people make up the insurgent groups? From the names they are frequently called ("proxyteers," "raiders," "outsiders," "pirates," "corporation destroyers") one would assume that all the "good guys" ran the corporations and all the "bad guys" were trying to fire them.

This writer has been in a number of proxy contests, sometimes with management and sometimes with the opposition. In thinking back, he has never known a proxy contest where one side was absolutely right and the other side completely wrong. However, he has never participated in one where, during the heat of the contest, he has not been incensed by the unfairness of the other side.

Insurgent Groups' Make Up

Actually insurgent groups, like most other groups of individuals, are made up of all kinds of people. Some are headed by dissident directors, who, in good conscience, believe that management policies are not producing the potential of which the company is capable. Others are stockholders with large investments in the company who are disappointed with the lack of growth or of dividends. Still others sincerely believe that if they gain control, they can turn a company from a loss to a profit. Finally, there are those who are interested solely in what they can get out of a company. Their policy, too frequently, is "economy by firing" and "profits by liquidation." Luckily, there are few of the latter.

A proxy contest is similar in many respects to a political campaign. The little stockholder, who heretofore has been ignored, suddenly discovers that the whole contest is being conducted solely to protect *his* investment. Bombarded with letters castigating the other side and importuning him for his proxy, he, more often than not, is simply confused. As a result some stockholders sign every proxy they receive from both sides, while some refuse to sign any.

As in politics, preparation, planning and timing are of the utmost importance. This is where management is usually weak. The time for management to begin preparing for a proxy contest is when transfer sheets indicate a concentration of stock. That is when the insurgents are making

Company Involved In Proxy Contest—	*Results*
†Alaska Airlines	*Management
†Boston & Providence RR.	*Management
†Briggs Manufacturing Co.	Management
†Buel Die & Machine Co.	M. won 5, Op. 2 places on board
‡Capital Airlines (Annual)	*Management
†Capital Airlines (Special)	*Management
†Cherry Burrell Corp.	*Management
‡Chrysler Corporation	*Management
‡Cinc., N. Orl. & Tex. Pac. Ry. Co.	*Management
†Clarostat Mfg. Co.	Management
‡Consolidated Paper Co.	M. won 10, Op. 2 seats on board
†Goldfield Consolidated Mines	M. won 4, Op. 3 seats on board
†H. L. Green Co. (Special)	Management
†H. L. Green Co. (Annual)	Management
‡Illinois Brick Co.	Management
‡Industrial Rayon (Special)	Management
†Industrial Rayon (Annual)	Management
†Irving Air Chute	Management
†Lincoln Printing Co.	Settled by Negotiation
‡Managed Funds, Inc.	Channing Corp backed by 5 incumbent directors
‡North American Car	M. won 4, Op. 3 seats on board
†Parkersburg-Aetna	Management
†Potter Company	Opposition
‡Robert Reis & Co.	*Management
‡Virginia Carolina Chemical	*Management

†Control of company was at issue. ‡Opposition sought representation on the Board of Directors. *Opposition did not solicit proxies.

their initial moves. The danger point is when management is asked for one or two seats on the Board.

However, too many times management waits until the opposition has filed intentions with the Securities and Exchange Commission, then works feverishly to organize a defense. As a result, the opposition has management off balance which is just what insurgent strategists want. This leaves management on the defensive, which is the weakest position in a proxy contest.

Says W. A. Kissel, head of the Kissel Organization, New York City, a top proxy solicitation firm:

"The only tactical advantage the opposition has is the surprise element. If management keeps alert and maintains strong relations with its stockholders, it will deprive insurgents of even that advantage. However, our biggest complaint is that we are frequently called in on too short notice and by a management which is already panicky."

A proxy contest takes time—actual physical time to analyze, to develop strategy, to prepare letters to stockholders, to have the material cleared with the SEC, to have it printed and mailed. It also takes time to contact stockholders personally. Like everything else, the difference between success and failure in proxy contests is often little more than timing.

On this point, another veteran of the proxy wars, Herbert A. Einhorn, co-author of the definitive book, *Proxy Contests for Corporate Control*, and a senior partner of the New York law firm Aranow, Brodsky, Bohlinger, Einhorn & Dann, says:

"Unfortunately, too many managements have indicated their propensity for bad timing. In contemplating a proxy contest, management's moves and counter moves will depend to a certain extent on those of the insurgents. However, it should be able to anticipate many of these and to formulate a program and strategy of its own. It should always seek to keep the initiative and it should never make the fatal mistake of 'too little, too late.'

"Paramount in management's anticipation and defense of a proxy contest is its ability to organize the best possible team of experts and this should be the first order of business. From my experience, it is clear that proxy contests cannot be conducted successfully by amateurs."

How Vulnerable Are You?

Unless management has a sufficiently large block of stock to assure control, it might be wise to investigate its vulnerability to a proxy fight and whether it should take some preliminary steps to strengthen its position. Vulnerability might be indicated by answering the following questions:

(1) Has the stockholder list been analyzed recently with the help of professionals?

(2) Have the daily transfer sheets been studied to detect concentration of stock?

(3) Is management friendly with large stockholders?

(4) Have earnings been favorable during the past year?

(5) Have dividends been maintained?

(6) Do you have a program of action to follow if a proxy fight is threatened?

(7) Is 70% or more of your stock held by individuals?

If the answers to three or more of these questions are "No," management is not only vulnerable, it is inviting trouble unless it has a substantial block itself.

Management Ass'n Finance Seminars

The American Management Association has announced two finance seminars to be held in New York at the Hotel Astor. The first on Finding Money: An Orientation to the Financial World for Small Companies will be held May 10-12. Peter Moffett, Harriman Ripley & Co., Inc. is Chairman, and speakers will include K. W. Tibbitts, National Credit Office, Inc., Donald L. Miller, First National Bank of Boston, Charles T. Larus, Putnam & Co of Hartford, Richard P. Taft, Prudential Insurance Co., and Charles T. Thompson, Boston Capital Corporation.

The second seminar on Solving Growth Problems in the Family-Held Company will be held May 17-19. Alan Glen, Rhea Manufacturing Co., and Roger R. Crane, Touche, Ross Bailey & Smart, will be discussion leaders.

Registrations must be made in advance with the American Management Association, Inc., 1515 Broadway, New York City. Fee for each three day meeting is $150 for AMA members and $175 for non-members.

Merrill Lynch Names Officials

At a meeting of the Board of Directors of Merrill Lynch, Pierce, Fenner & Smith Incorporated, 70 Pine St., New York City, members of the New York Stock Exchange, April 11, 1961, Michael W. McCarthy was elected Chairman and Chief Executive Officer.

At the same time George J. Leness, former Chairman of the Executive Committee and head of the Underwriting Division, was named President and Chief Administrative Officer.

Other promotions include Vice-Presidents William H. Culbertson and James E. Thomson as Senior Vice-Presidents. Mr. Culbertson is Chairman of Merrill Lynch International and head of the Sales Division; Mr. Thomson is Treasurer of the company and head of the Operations Division.

The Board also elected Victor B. Cook, manager of the New York Sales Office, and Winthrop C. Lenz, newly appointed head of Underwriting, as members of the Executive Committee, which now consists of ten members.

At a meeting of voting stockholders immediately preceding the directors' meeting, John J. Gurian was elected a director. The board now consists of 24 members.

Paine, Webber to Admit G. H. Smith

On April 20 Grafton Hugh Smith will be admitted to partnership in Paine, Webber, Jackson & Curtis, 25 Broad Street, New York City, members of the New York Stock Exchange and other leading exchanges.

With Lowell Hoit Secs.

MENDOTA, Ill.—Austin H. Calderwood has become associated with Lowell Hoit Securities Co., 706½ Washington Street. Mr. Calderwood was formerly with Shillinglaw, Bolger & Co.

Eastman Dillon Office

RIVERSIDE, Calif. — Eastman Dillon, Union Securities & Co., has opened a sales office in the Security First National Bank Building under the direction of Henry G. Winans.

Thomas F. Cahill Admitted to Partnership in Shields & Company

Thomas F. Cahill signs constitution and rules of the American Stock Exchange as Edward T. McCormick, Exchange President looks on. A newly admitted partner (effective April 1) of Shields & Company, Mr. Cahill will be responsible for executing orders for Shields on the Exchange. Mr. Cahill's father, Thomas F. Cahill, Sr., was a member of the Exchange from early 1920's until his death in 1955.

Thomas F. Cahill has been admitted (effective April 1) to partnership in Shields & Company, 44 Wall Street, New York City, members of the New York and American Stock Exchanges, it was announced April 7.

The American Stock Exchange membership was transferred from Cornelius Shields, Senior Partner of Shields & Company, to Mr. Cahill, effective April 7. Mr. Cahill will be responsible for executing orders for Shields on the American Stock Exchange.

Mr. Cahill, has been with Shields & Company since 1959, when he was graduated from the Columbia University Graduate School of Business with an MS in Finance. Since January, 1950, he has been a salesman in the firm's 666 Fifth Avenue office.

Conway Brothers Absorbs Allen Investment Co.

DES MOINES, Iowa — Conway Brothers, Inc., Equitable Building, has absorbed the investment business of Harold L. Allen Investment Company.

Joins Birr Staff

(Special to THE FINANCIAL CHRONICLE)

SAN FRANCISCO, Calif.—Donald C. Smalian has joined the staff of Birr & Co. Inc., 155 Sansome Street, members of the Pacific Coast Stock Exchange. He was formerly with J. Barth & Co.

NEWS ABOUT BANKS AND BANKERS

Consolidations • New Branches • New Offices, etc. • Revised Capitalizations

Harold B. Coburn and Robert W. Scofield have been appointed Vice-Presidents in the personnel department of **The Chase Manhattan Bank, New York,** David Rockefeller, President, announced April 10.

Mr. Coburn is in charge of the bank's training staff. He joined the bank in 1928, was apopinted an Assistant Cashier in 1949 and was promoted to Assistant Vice-President in 1956.

Mr. Scofield joined the bank in 1924 and is Manager of the employee relations department. He was appointed an Assistant Cashier in 1942 and was promoted to Assistant Vice-President in 1951.

Other promotions were Arthur S. Condit, Jr., to Assistant Vice-President in the trust department and Richard A. Cantor, Frank D. Lackey, III, George G. Meredith, and Gary E. Weiss to investment officers in the trust department.

* * *

The 10th Puerto Rican branch of **First National City Bank, New York,** opened April 10, in the New Port section of metropolitan San Juan. The branch is located in two 53' x 10' house trailers, joined side to side, until permanent quarters can be erected.

New Port, located across the bay to the Southeast of old San Juan, promises to become the industrial and shipping hub of the island. Under the direction of the Puerto Rican Government, the former low-lying swampy tidelands of New Port are being filled and converted into industrial sites and dock facilities. The modern waterfront planned for New Port will speed both imports and exports by eliminating long-haul trucking through the streets of San Juan to reach the present dock facilities.

Joaquin E. Nieves has been placed in charge.

* * *

CHEMICAL BANK NEW YORK TRUST COMPANY, NEW YORK

	Mar. 31, 1961 $	Dec. 31, 1960 $
Total resources	4,374,930,456	4,539,894,914
Deposits	3,636,999,911	3,898,195,357
Cash and due from banks	735,126,661	1,052,285,299
U. S. Govt. security hold'gs	567,451,541	569,538,600
Loans & discts.	2,315,692,200	2,234,440,298
Undivid. profits	67,303,330	63,226,398

Alexander B. Adams and Philip Greene, formerly Assistant Vice-Presidents, have been appointed Vice-Presidents of the **Bankers Trust Company, New York.** Mr. Adams, previously Vice-President of the **Mellon National Bank and Trust Company, Pittsburgh, Pa.,** joined Bankers Trust in 1959. Mr. Greene, formerly with **Public National Bank and Trust Company, N. Y.,** from 1926, joined Bankers Trust through its merger in 1955.

Also announced were the appointments of Thomas D. Gros as Assistant Secretary and the following Assistant Treasurers:

Norman Horen, Austin S. Moscowitz, Douglas B. Wilson, John Tritz, William J. Pisarra, Philip M. Hamton, Walter R. Johnson and David E. Lynn.

* * *

THE MARINE MIDLAND TRUST COMPANY, NEW YORK

	Mar. 31, 1961 $	Dec. 31, 1960 $
Total resources	633 354,255	770,343,965
Deposits	534,855,102	678,231,426
Cash and due from banks	123,657,455	270,134,414
U. S. Govt. security hold'gs	133,883,106	128,678,433
Loans & discts.	325,330,417	333 925,113
Undivid. profits	17,877,513	17,174,283

* * *

UNDERWRITERS TRUST COMPANY, NEW YORK

	Mar. 31,'61	Dec. 31,'60
Total resources	$53,700,804	$56,566,613
Deposits	48,936,642	51,117,915
Cash and due from banks	7,708,014	7,712,257
U. S. Government security holdings	20,989,352	21,502,400
Loans & discounts	21,078,818	24,453,943
Undivided profits	970,021	1,928,806

* * *

COMMERCIAL BANK OF NORTH AMERICA, NEW YORK

	Mar. 31,'61 $	Dec. 31,'60 $
Total Resources	193,717,045	193,740,265
Deposits	158,926,535	170,992,796
Cash and due from banks	28,139,599	33,556,442
U. S. Government security holdings	44,949,352	45,836,287
Loans & discounts	104,858 043	98,398,952
Undivided profits	3,824,969	3,457,278

* * *

Everett J. Livesey, President of **The Dime Savings Bank of Brooklyn, N. Y.,** since June, 1958, and an employee of the bank for over 30 years, has announced his retirement as President, and his resignation as a member of the bank's Board of Trustees.

The Trustees have elected George C. Johnson, Chairman of the Board and Chief Executive Officer of the bank, to fill the office of President as well as that of Chairman.

* * *

The Liberty Bank of Buffalo, Buffalo, New York, has changed its name to the **Liberty Bank and Trust Company, Buffalo, New York,** effective as of March 27.

THE FRANKLIN NATIONAL BANK OF LONG ISLAND, MINEOLA, N. Y.

	Mar. 31,'61 $	Dec. 31,'60 $
Total resources	717,803,959	801,674,585
Deposits	618,808,633	721,934,674
Cash and due from banks	54,029,439	97,102,973
U. S. Government security holdings	103,430,355	129,218,449
Loans & discounts	461,473,850	479,679,116
Undivided profits	9,197,346	8,681,328

* * *

NATIONAL BANK OF WESTCHESTER, WHITE PLAINS, N. Y.

	Mar. 31,'61 $	Dec. 31,'60 $
Total resources	238,038,950	237,429,692
Deposits	213,750,067	215,950,265
Cash and due from banks	22,749,238	26,803,638
U. S. Government security holdings	67,819,322	66,548,893
Loans & discounts	73,206,878	106,718,620
Undivided profits	2,407,727	2,224,000

* * *

Liberty Bank and Trust Company, Buffalo, N. Y. has received approval from the Banking Department of the State of New York to increase its capital stock from $3,437,500 consisting of 343,750 shares of the par value of $10 each, to $3,602,500 consisting of 360,250 shares of the same par value.

* * *

The merger of the **Madrid Bank, Madrid, N. Y.,** with common stock of $40,000, into the **St. Lawrence County National Bank of Canton, Canton, N. Y.,** with common stock of $200,000 has been approved by the Comptroller of the Currency and the Board of Governors of the Federal Reserve System. The continuing bank has taken the title of the **St. Lawrence County National Bank of Canton.** The date of effect was March 24.

* * *

The Peoples Bank of Hamburg, Hamburg, New York, has received approval from the New York State Banking Department to increase its capital stock from $363,000, consisting of 72,600 shares of the par value of $5 each, to $497,000, consisting of 99,400 shares of the same par value.

* * *

Appointment of Harold J. Johnston to the post of Vice-President and Trust Officer of **Trenton Trust Company, Trenton, N. J.** was announced by Mrs. Mary G. Roebling, the bank's President and Chairman of the Board.

Mr. Johnston began his banking career in 1936 with the **Hanover Bank, New York,** where he spent 16 years in the trust department. He joined the staff of the **First Mechanics National Bank, Trenton, N. J.** in 1954. He has since served as trust officer of the First Trenton National Bank.

* * *

Shareholders of **The Philadelphia National Bank, Philadelphia, Pa.,** and **Girard Trust Corn Exchange Bank, Philadelphia, Pa.,** will vote at special meetings May 9 on plans to merge the two institutions.

The agreement of consolidation provides that the following will become directors: Earle E. Baruch, President; Richard C. Bond, T. A. Bradshaw, George H. Brown, Jr., President, Girard Trust Corn Exchange Bank; Paul J. Cupp, Morris Duane, Wilfred D. Gillen, James E. Gowen, retired chairman of the Board, Girard Trust Corn Exchange Bank; A. J. Greenough, F. O. Haas, C. Jared Ingersoll, Ralph H. Knode, P. Blair Lee, Arthur Littleton, John McDowell, Executive Vice-President, The Philadelphia National Bank; G. Willing Pepper, Frederic A. Potts, President, The Philadelphia National Bank; Frank H. Reichel, Roy G. Rincliffe, R. Stewart Rauch, Jr., Floyd T. Starr, Geoffrey S. Smith, Chairman of the Board, Girard Trust Corp Exchange Bank; E. H. Smoker, G. Stockton Strawbridge and David E. Williams, retired Chairman of the Board, Girard Trust Corn Exchange Bank.

Plans to consolidate the two banks were approved Nov. 15 by their respective Boards of Directors. The Comptroller of the Currency gave his approval to the merger on Feb. 24. The following day the Department of Justice filed an action in the U. S. District Court here to block the merger.

The court was asked to enjoin the consolidation on grounds that it would violate existing anti-trust laws.

The proposed merger in this city, which would result in an institution to be known as **Philadelphia Girard National Bank and Trust Company,** was regarded by many as a great stimulus to further growth in the Greater Philadelphia area.

Judge Thomas J. Clary will preside in the Philadelphia action. The trial is scheduled to start June 5. At a pre-trial conference in mid-March the judge approved an agreement among the attorneys for the holding of special shareholders' meetings, provided that the merger would not be consummated pending a final court ruling.

* * *

The Comptroller of the Currency has approved the merger of the **Citizens Bank and Trust Company of Middletown, Middletown, Pa.,** with common stock of $125,000, into the **Harisburg National Bank, Harrisburg, Pa.,** with common stock of $1,050,390,625, under the title of the **Harrisburg National Bank,** with capital stock of $1,206,640,625, divided into 48,265,625 shares of common stock of the par value of $25 each. The date of effect was March 30.

* * *

The Comptroller has approved the merger of the **Coraopolis Trust Company, Coraopolis, Pa.,** and the **Coraopolis National Bank, Coraopolis, Pa.,** into the **Union National Bank of Pittsburgh, Pittsburgh, Pa.,** under the title of the **Union National Bank of Pittsburgh.** The effective date was March 31.

* * *

The promotion of Hampden F. Collier, Assistant Vice-President of **The Bank of Virginia, Richmond, Va.,** to the position of Director of Staff Relations, has been announced by Herbert C. Moseley, bank President.

* * *

SOCIETY NATIONAL BANK OF CLEVELAND, OHIO

	Mar. 31,'61 $	Dec. 31,'60 $
Total resources	430,517,813	440,125,792
Deposits	390,300,601	403,237 395
Cash and due from banks	42,760,007	49,016,064
U. S. Government security holdings	111,792,260	110,003,269
Loans & discounts	220,744,497	226,609,790
Undivided profits	1,314,822	1,000,000

* * *

The First National Bank of Akron, Akron, Ohio, has increased its common capital stock from $4,724,430 to $4,913,410, by a stock dividend, effective March 31, 1961. (Number of shares outstanding 491,341 shares, par value $10.)

* * *

The Comptroller of the Currency has approved and made effective as of March 25 the merger of the **Georgetown State Bank, Georgetown, Ind.,** with common stock of $25,000, into the **Union National Bank of New Albany, New Albany, Ind.,** with common stock of $300,000, under the title of the **Union National Bank of New Albany,** with capital stock of $337,500 divided into 3,375 shares of common stock of the par value of $100 each.

* * *

THE NATIONAL BANK OF DETROIT MICHIGAN

	Mar. 31,'61 $	Dec. 31,'60 $
Total resources	1,943,011,801	2,097,965,018
Deposits	1,707,144,410	1,903,894,802
Cash and due from banks	345,979,959	467,221,615
U. S. Govt. security holdgs.	527,821,248	569,506 836
Loans and discounts	734 237 822	797,326 781
Undivid. profits	22,765,483	25,489,613

* * *

The Douglas County Bank of Omaha, Omaha, Neb., announced the election of Joe Shaver as a member of the Board of Directors.

* * *

United California Bank, San Francisco, Calif., and **Farmers and Merchants Bank, Hemet, Calif.,** have reached an agreement whereby the Farmers and Merchants Bank will be merged with and operated as an office of **United California Bank.**

Frank L. King, Chairman of the

Board of United California Bank, and Thomas J. Fletcher, Executive Vice-President of the Farmers and Merchants Bank, in a joint statement announced that arrangements for the proposed merger have been approved by the Boards of Directors of both banks.

Farmers and Merchants Bank has deposits of $5,690,000 and total capital funds of $316,000.

It is expected that the merger will be consummated following approval by the shareholders of the two banks and by banking supervisory authorities.

* * *

Seattle - First National Bank, Seattle, Wash. will open a branch in Westport.

Perry Crothers will head the staff.

Parker, Ford Instals Computer

DALLAS, Texas — Parker, Ford and Company, Inc., Vaughn Bldg., has become the first securities dealer in the Southwest to use automation in the handling of its stock transactions. Beginning April 1, Parker, Ford's securities transactions will be handled by an IBM-1401 Data Processing Computer.

According to Don Buchholz, Parker, Ford Secretary and Controller, the daily use of the IBM Computer will allow the firm to handle a greater volume of business, while virtually eliminating the possibility of error; also the Computer will eliminate three steps in the handling of stock transactions, thus enabling the steps in the handling of stock tickets in about half the time previously needed.

Form J. H. Naylor Inc.

(Special to THE FINANCIAL CHRONICLE)

DENVER, Colo.—J. H. Naylor is engaging in a securities business from offices at 15 South Estes St. Officers are John H. Naylor, Jr., President, and Robert J. Verner, Secretary.

Federal Shell Securs. Offered

Pierce, Carrison, Wulbern, Inc. heads an underwriting group which offered on April 12 in 135,000 units, common stock, convertible subordinated debentures and warrants of Federal Shell Homes, Inc. Each unit, priced at $20, consists of five shares of common stock, one 9% convertible subordinated debenture due April 1, 1981 and one 1964 warrant. The debentures, shares and warrants included in the units may be transferred separately immediately after the units are sold.

Net proceeds from the sale of the securities will be added to working capital to be used for general corporate purposes, and to increase mortgage notes receivable.

Each debenture is convertible into two shares of common stock at the option of the holder prior to April 1, 1966. The warrants expire April 1, 1964 and entitle the holder to purchase as a unit, two shares of common stock and one 9% convertible subordinated debenture due April 1, 1981, at a unit price of $14.

Federal Shell Homes, Inc., Tallahassee, Fla., builds shell homes in Mississippi, Alabama, Georgia and Florida. The company formed a wholly-owned subsidiary in Puerto Rico in February, 1961 and is currently offering homes in that territory. The homes are built of wood on land owned by the purchaser and are completed externally with roof, paint, doors, windows, screens and trim. The interior is uncompleted except for flooring, ceiling joists and partition and closet studding.

In the seven months ended Dec. 31, 1960, the company had gross sales of $831,165. Upon completion of current financing, outstanding capitalization of the company will consist of $1,350,000 of 9% convertible subordinated debentures due April 1, 1981; $93,049 in various notes; 1,137,000 shares of common stock; 135,000 warrants which expire in 1964; and 113,700 stock purchase warrants.

Fox-Martin V.-P. of Hugh W. Long & Co.

ELIZABETH, N. J.—Milton Fox-Martin has been elected a Vice-President of Hugh W. Long and Company, Inc., Parker at Westminster, it has been announced by Thomas J. Herbert, President.

Mr. Fox-Martin, long associated with the mutual fund industry, was at one time manager of dealer relations for the Wellington Fund. Subsequently, he was President of Broad Street Sales Corporation, national distributor of the Broad Street Group of Mutual Funds.

Clark, Weinstock Partner

Clark, Weinstock & Porges, 37 Wall Street, New York City, members of the New York Stock Exchange, on April 13 will admit Charles Goldschmidt to limited partnership.

PUBLIC UTILITY SECURITIES

*By Kenneth Hollister**

Northern Natural Gas Co.

Northern Natural Gas, one of the oldest natural gas transmission systems in the United States, has over a period of 30 years extended its facilities through the States of Kansas, Nebraska, Iowa, Minnesota, South Dakota and Wisconsin. After addition of the cities of Superior and Duluth last year, as well as a number of smaller communities, the system served a population of 3.9 million and had about one million customers. Among the other large cities served by the system are the twin cities of Minneapolis and St. Paul, Minnesota, and Des Moines and Dubuque, Iowa.

The general area is predominantly agricultural and reflecting this has had somewhat smaller-than-average population growth but it has been steady. The rate of population increase in the urban areas for the most part has been close to the national average, reflecting the general shift to urban areas. Over the 30-year period house-heating saturation has risen from 30% to almost 80% which is close to a practical ceiling, although it is still low in Superior and Duluth. The relatively high overall saturation makes the company predominantly dependent on future population increases for prospective growth of natural gas sales, but management is successfully promoting industrial uses such as food processing, cement manufacture, fabrication of farm implements and chemical fertilizer and glass plants.

Last year the company added 58 communities to its lines and now serves a total of 511. Applications are currently pending before the FPC to serve 165 more communities and the presiding examiner of the FPC recently approved an important portion of this program. Assuming all of the applications for service extensions now pending before the FPC are approved the company would expect to spend about $75 million during 1961 compared with $58 million last year.

One interesting and important ruling of the Commission was an order that will permit the company to sell 12 million cubic feet per day on an interruptible basis to Reserve Mining Company for use in its taconite iron ore reduction furnaces. This sale will constitute an important supplement to the company's off-peak load. Northern is also becoming an increasingly important supplier of other pipelines and recently obtained preliminary approval of a sale to Michigan-Wisconsin Pipelines for final delivery in Wisconsin. Last year Northern began service to Northern Illinois Gas Co., a large distributor operating in Central Illinois. These two sales will aggregate about 125 million cubic feet daily. Over a period of years, it seems likely that these services will be expanded further.

Total capacity of the pipeline is now about 1,525 million cubic feet daily and of this amount about 65% represents deliveries at town borders to distributing utilities (excluding pipelines sales); 30% was sold for direct industrial consumption, and 5% to other pipelines. Should all pending programs be authorized, capacity would be increased to about 1.7 million cubic feet daily.

Northern has continued to enlarge the reserves available to the system and at the end of 1960 controlled 10.7 trillion cubic feet and owned 2.0 trillion. Cost of gas rose slightly in 1960, averaging 14 cents per mcf compared with 13.5 cents for 1959. Further development of the company's underground storage field at Redfield, Iowa, contributed to increased operating efficiency last year. A request for further enlargement of this facility has been made to the FPC and deliveries can be raised by 25% prior to the coming heating season. Other storage areas are being investigated and about $2 million is to be spent this year in preliminary development of possible new fields.

A newly-formed subsidiary operation will take the company into the field of extraction and sale of liquid petroleum gases. Propane is to be sold at retail in territories adjoining the pipeline, but too far removed to economically justify extension of the pipeline. About $10 million is to be spent this year constructing the extraction plant and additional amounts were devoted to the purchase of existing distribution properties. Sales from this division will not be subject to rate regulation although propane does not enjoy the same competitive advantage over competing fuels as natural gas.

Permian Basin Pipeline, a former subsidiary, was merged into the company last year after stock was issued in exchange for a minority interest. As these facilities are an integral part of the pipeline system, the combination will be helpful. Northern Natural Gas Producing Company continued its modest level of operations last year, but increased its owned reserves of gas almost 500 million cubic feet. Northern last year also purchased a 16% equity interest in Transwestern Pipeline Company for $12.0 million. This line, which extends from the Permian Basin to the California border, will permit Northern to participate in a new marketing area and also may possibly strengthen the overall supply picture of the two lines, as they draw from a common area.

A recent rate order of the Federal Power Commission settled three pending increases dating from August, 1957, November, 1958 and December 1959. The decision authorized a rate of return of 6.25% in lieu of 6¾% sought in the latest case by the company. The return to the equity was 10.5% which is about in line with Commission practice in other recent rate decisions. In this case, for the first time, the Commission also authorized a return of 1.5% on accumulated deferred taxes on income arising from use of accelerated depreciation. According to the Commission, this amount will be sufficient to encourage the use of accelerated depreciation. Under the terms of the order, Northern's refunds to its customers will be fairly nominal and earnings will be affected only slightly. There remain certain cost allocation divisions to be settled in the rate proceedings but they are not expected to cause a material restatement of earnings.

The capital structure of Northern is conservative by pipeline standards, the equity ranging between 30% and 33%. Sale of $20 million of debentures in 1960 raised the debt ratio to 57% of total capitalization. Assuming the entire $85 million expansion program (including the extraction plant) is undertaken this year, about $65 million of financing would be required. While much of the program can be financed with senior securities, some form of equity or a convertible issue might be required. The timing of such sale would of course depend on the speed with which the FPC authorizes construction of projects now pending before them.

In common with practically all other pipelines subject to FPC regulation, Northern has entered areas of non-regulated operation. In great measure this has been necessitated by the increasing severity of FPC rate regulation. There is, however, little reason to expect any further pressure, so that pipeline earnings may once again begin to rise, albeit more slowly than in the past. The newer operations have interesting profit potentials, but are likely to require some time for development. Thus the near term outlook is one of stability of earnings.

Adjusted for the recent rate orders, Northern Natural earned about $2.15 for 1960 and could earn about $2.20-$2.30 for 1961 before any dilution from sale of equity. The dividend rate was raised to $1.40 in mid-1960 and represents about a 65% payout of earnings. At the present price of 36, which is the high for the year, the shares are selling at about 16 times estimated 1961 earnings and are in line with comparable pipeline equities. The yield at the current price is 3.9%.

*Substituting this week for Owen Ely.

Laird, Bissell Branch

GUILFORD, Conn.—Laird, Bissell & Meeds has opened a branch office at 42 Boston Street under the management of Kenneth A. Wood.

Our Reporter on GOVERNMENTS

BY JOHN T. CHIPPENDALE, JR.

The Federal Reserve Banks last week took on its largest amount of Government securities since November, 1960, part of which was due to the "advance refunding." And for the first time since the "nudging" operations were on, the Central Banks bought Treasury obligations with a maturity of more than 10 years. The Central Banks have now operated in all sectors of the Government market. To be sure, these purchases were very modest in size, only $8,000,000 of issues with a due date longer than 10 years were bought. Nonetheless, this could be the start of an operation in which limited commitments in long Government bonds will be made from time to time in order to make the pattern of long term interest rates more attractive to non-Federal borrowers. There is no doubt but what the Treasury in its new money raising and refunding ventures will stay in the near-term sector, so that the capital market will not have any competition from the Federal Government.

Hedging in Bonds

In spite of the continued movement of funds into the common stock market, there are reports that commitments in fixed income bearing obligations have been on the increase since there are indications that profits which have been taken in selected equities have been put to work in bonds. The institutional selling of common stocks so far is very much on the restricted side.

Nonetheless, there are more than a few instances in which funds that have been in specific common stocks are being reinvested in near-term and selected intermediate - term Governments. In other cases, part of the proceeds from the sale of equities is being reinvested in selected maturities of tax - exempt issues. Even though the big attraction is still in common stocks as far as most investors are concerned, there are signs that some caution is coming into the market for equities and this is resulting in some shifting even though minor so far into other investments. It is reported that fire insurance and casualty companies, along with charitable organizations, have been the main ones in which there is a profit exchange from equities into fixed income issues.

The Treasury Market Remains Active

The demand for short - term Government obligations is as strong as ever, in spite of the increased offerings of these securities by the Treasury in order to finance its new money requirements. This usual demand has been supplemented by those purchases which are being made by individuals and institutions because they are concerned with the trend of prices in the equity market. It is reported that these commitments in short-term liquid Government securities are being made in considerable size for foreign account with part of the proceeds coming in some instances from the sale of common stocks.

Even though there has been a professional movement back and forth at times in the World War II 2½s, the reports persist that these obligations are being moved into what is termed strong hands. It is evident that the opinions are still strong that another "advance refunding" offer will be coming along in the not too distant future. In the interim, the yield that is available in the refundable 2½s is not unattractive.

The demand for the most distant Government obligations is a bit on the quiet side in spite of reports of selected takings here and there by state pension funds and Government agencies. It is evident that there is not likely to be more than token purchases of these bonds, as long as the demand for equities continues to be strong and the yields on corporate and tax - exempt bonds are as favorable as they are now. In addition, the boom psychology which appears to be in the ascendancy again, along with the fears of inflation are not just conducive to the making of large commitments in long - term Government obligations.

Higher Interest Rates Expected

With the upturn in business now generally agreed upon as being underway by most economists, it is evident that the exchange from long-term maturities into the near-term ones by banks is gaining a bit of momentum. There is no fear of an immediate increase in long-term interest rates, because there may even be further "nudgings" by the monetary authorities.

On the other hand, the feeling is still there that in the long run better business conditions will bring about higher interest rates. Accordingly, one does not want to be too heavy in the distant bond maturities.

Dinner to Honor John J. Scanlan

John J. Scanlan, President of The National Stock Exchange and of The New York Mercantile Exchange, will be honored at a dinner April 20.

John J. Scanlan

The dinner is being given by the Thomas Dongan Council of the Knights of Columbus, located at 76th Street and Fourth Avenue in Brooklyn.

The dinner is in honor of his recent election as President of The National Stock Exchange, a position he holds concurrently with his presidency of The New York Mercantile Exchange. Before his present duties, he was Administrative Vice-President of The New York Cotton Exchange.

Transwestern Mgt. Formed

RENO, Nev.—Transwestern Management Corporation has been formed with offices at 110 East Plumb Lane to engage in a securities business. Officers are Linn V. Hall, President; M. Joy Christensen, Vice-President and Assistant Secretary; Richard S. Derryberry, Vice-President and Assistant Secretary; Kenneth P. Dillon, Secretary-Treasurer; and Samuel B. Kurtz, Assistant Secretary.

666 Equities Corp. Formed

666 Equities Corporation has been formed with offices at 666 Fifth Ave., New York City, to engage in a securities business. Officers are Lewis H. Beers, President; Stanley Seren, Vice - President; Donald M. Ross, Treasurer; and Jerome Bolten, Secretary.

Over-Counter Market—National Shopping Center for Securities

Continued from page 1

strength, such as Kansas City Life at $1,400, or pay up in five figures for a renowned holding company equity such as Christiana Securities. There is no industry that you might wish to invest in, that is not represented in the Over-the-Counter Market.

Dynamic Newer Industries

For example in recent years there has been great enthusiasm for leisure time companies. Look at the part the Over-the-Counter Market has played here! In bowling there's Sports Arena, Inc. operating a big chain of alleys, American Bowling Enterprises, American International Bowling, Bowling Corporation of America, and Bowl-Mor, a company manufacturing automatic pin-spotters. The stocks of all these are unlisted.

Publishing companies, catering to leisure time devoted to reading and education, have been sensational performers in the past year, and some of the brightest stars in this field shine over-the-counter. Time, Inc., the New Yorker, Western Publishing, Random House, Macmillan, Scott Foresman & Co., Ginn & Co.—all these are unlisted but by no means listless securities.

It used to be that investment in real estate was confined to men of wealth, syndicates or closely held corporations. In the past three years, however, many opportunities have opened up permitting individuals to participate in realty projects through ownership of low priced shares. There's Arvida, a big Florida Land Company, Investors Funding Corporation, a sophisticated and successful owner and operator of land and income producing property in the New York Metropolitan Area; DISC Inc. shrewd owner and operator in extensive and expanding land holdings in the Washington, D. C. area, in Florida and California; Futterman Corp., Glickman Corp., Uris Building Corp., and Holiday Inns, Inc., a major motel chain. Plenty of real estate here, with each and every equity available only in the Over-the-Counter Market.

The magic and the money in the word "electronic" are now legendary. The list in this industry from which to make your selection in the counter market is a fabulous one: High Voltage Engineering, Epsco Inc., Foxboro, Electronics Capital, Electronic Associates, FXR, Milgo, Radiation, to name but a few. In automation and computing there's Farrington, Itek, Soroban, Computer Systems, Automatic Retailing Company of America. All of these interesting, even exciting equities, and dozens more are very busy animating and activating the Over-the-Counter Market.

In finance the OTC market has almost a monopoly. No operating commercial bank or operating life insurance company stock is listed on any exchange and the same is true of most fire and casualty company shares.

One of the dynamic phases of the securities market in recent years is the volume of new issues. Now every single one of these starts off in the Over-the-Counter Market and, if you want to be an original or early subscriber, that's the only place where your order can be filled. Some of these fairly recent new issues have performed dazzlingly. Automatic Retailing was first publicly offered at $16\frac{5}{8}$ in February, 1960. It sold recently at the equivalent of more than 100 (after a 2-for-1 split). Western Publishing gained 30 points three months after issuance. Loral during its tenure in the Counter Market rose from $12 to over $100. Itek went from $4 to $340 in two years (1957-58). In fact, some of the most interesting market gains of the past two years have been scored by those investors who subscribed to or bought early, the right new issues—Over-the-Counter.

One of the most impressive and recurrent phenomenon of corporate finance has been the steady forward march of hundreds of corporate shares from first issuance at low prices, to broad investor acceptance and recognition, and major price advance in the OTC market. This forward motion has, in many cases, led to later listing of issues on major exchanges where their luster has grown still brighter. But they all started out Over-the-Counter and 40,000 different issues have never left it.

Immediately following this brisk review of the OTC market you will find a tabulation of some of the finest and most seasoned securities available anywhere — issues of companies — in many cases leaders in their respective lines — which have paid cash dividends without hiatus for as many as 176 years in a row. If you seek diversity, your choice is panoramic. There are bargains here, too—unnoticed "sleepers," growth stocks, and issues selling at sharp discounts from book values. Whether you're an odd-lot buyer or a major financial institution, the Over-the-Counter Market is an indispensable department store for security shopping.

So, as we've been saying twice a year for more than a decade, "Don't neglect the Over-the-Counter Market." These words of advice are splendidly documented by the following list of durable and dependable cash dividend payers.

Difference Between Listed and Over-the-Counter Trading

Following the tables appearing hereunder, we present a discourse on the difference between the listed and Over-the-Counter Market, for the benefit of those who are not conversant with how the Over-the-Counter Market functions.

TABLE I

OVER-THE-COUNTER

Consecutive Cash

DIVIDEND PAYERS

for

10 to 177 Years

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Abbotts Dairies, Inc. Dairy products	34	0.91	32¾	2.8
Abercrombie & Fitch Co. Retail sporting goods	24	1.00	93	1.1
Abrasive & Metal Products Abrasives	22	0.30	5¾	5.2
Acme Electric Corp. Mfg. of electronic and electrical equipment and transformers for electronic and electrical industries	22	0.30	23½	1.3
Acushnet Process Co. Molded rubber products and Golf balls	*24	1.00	23	4.3

* Details not complete as to possible longer record.

Over-Counter Market–National Shopping Center for Securities

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Aetna Casualty & Surety Co. (Hartford) — Casualty, surety, fire and marine insurance	53	†1.14	97	1.2
Aetna Insurance (Hartford) — Fire, marine, casualty and surety business	89	2.60	91¾	2.8
Aetna Life Insurance Co. (Hartford) — Life, group, accident, health	27	1.40	97¾	1.4
Agricultural Insurance Co. — Diversified insurance	97	1.60	32¼	5.0
Akron Canton & Youngstown Railroad Co. — Ohio carrier	15	1.70	20	8.5
Alabama-Tennessee Natural Gas Co. — Pipeline	10	1.20	24	5.0
Alamo National Bank (San Antonio)	25	2.00	75	2.7
Alba Hosiery Mills, Inc. — Silk and nylon hosiery	21	0.40	6	6.7
Albany & Vermont RR. Co. — Local carrier	34	2.25	47	4.8
Alexander Hamilton Institute Inc. — Publishing executive training courses	15	1.00	21	4.8
Allied Finance Co. — Installment financing	20	1.00	30	3.3
Allied Gas Co. — Natural gas distributor	13	1.20	23½	5.1
Allis (Louis) Co. — Generators and electric motors	*24	1.00	21	4.8
Alpha Beta Food Markets, Inc. — California super markets	15	0.90	20¼	4.4
American Aggregates Corp. — Gravel and sand	20	1.20	24	5.0
American Air Filter Co. — Filters and miscellaneous heating and ventilating equipment	27	1.10	19¼	5.7
American Cement Corp. — Manufactures cement and cement paint	*21	0.90	11⅜	7.9

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
American District Telegraph Co. — Electric protection services	58	2.05	79½	2.6
American Dredging Co. — Dredging operations	79	†4.05	95	4.3
American Druggists Insurance Co. (Cinc.) — Writes Fire Insurance and extended coverage, plus casualty for druggists only	55	3.00	74½	4.0
Amer. Equitable Assurance Co. of New York — Fire, marine, multiple peril insurance, and allied lines	27	†0.90	21	4.3
American Express Co. — Money orders; travelers' cheques; foreign shipping; foreign remittances; credit cards	91	†1.20	48	2.5
American Felt. Co. — Manufacturer of wool and synthetic fibre felts, fabricated felt parts, filters, acoustic wall covering materials, and decorative drapery fabrics	22	0.80	11½	7.0
American Fletcher National Bank & Trust Co. (Indianapolis)	49	2.00	44¾	4.5
American Forest Products Corp. — Manufacturers and distributors of forest products and corrugated containers	34	1.00	24	4.2
American Furniture Co., Inc. — Large furniture manufacturer	21	0.20	3⅝	5.5
American General Insur. Co. — Fire and casualty insurance	32	†0.60	31¼	1.9
American Greetings Corp., Class B — Manufacture of greeting cards	11	†0.63	41¾	1.5
American Hair & Felt — Miscellaneous hair & felt products	19	1.40	15¾	8.9
American Hoist & Derrick — Hoists, cranes, cargo equipment	21	†0.73	15	4.9
American Home Assurance Corp. — Diversified insurance	10	1.60	43	3.7
American Insulator Corp. — Custom moulders of plastic materials	20	0.80	16¾	4.8
American Insur. (Newark) — Diversified insurance	88	1.30	27⅝	4.7
American Locker, Class B — Maintains lockers in public terminals	18	0.30	4	7.5

† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
American Maize Products — Manufactures various corn products	36	†1.90	65	2.9
American-Marietta Co. — Paints, chemicals, resins, metal powders, inks and dyes, household products, cement and building materials	21	1.00	33½	3.0
American Motorists Insurance Company — Diversified insurance	31	0.18	18	1.0
Amer. Natl. Bank & Trust Co. (Chattanooga)	45	2.00	83	2.4
American National Bank and Trust Co. of Chicago	26	6.00	630	9.5
AMERICAN NATIONAL INSURANCE CO. (Galveston) — • See Company's advertisement on page 29.	**37**	**0.16**	**8**	**2.0**
American Pipe & Construc'n — Reinforced concrete pipe-protective coatings, plate steel fabrication, construction	24	1.00	33	3.0
American Re-Insurance — Diversified insurance	39	1.25	42½	2.9
American Stamping Co. — Pressed steel parts and stamping	24	1.25	16½	7.6
American Steamship Co. — Freighters on Great Lakes	53	22.00	455	4.8
American Vitrified Products — Sewer pipe, bricks, tile	14	1.10	23	4.8
Amicable Life Insurance Co. — Life insurance	25	1.50	53	2.8
Ampco Metal, Inc. — Bronze alloys and products	25	0.50	7	7.1
Anheuser Busch Inc. — Beer, yeast, corn products	28	1.40	40	3.5
Animal Trap Co. of America — Large variety of traps	24	0.80	12¼	6.5
Ansul Chemical Co. — Chemical and mechanical mfg.	36	1.00	22½	4.4
Apco Mossberg Co. — Tools and wrenches	18	0.10	5½	1.8
Apex Smelting Co. — Aluminum smelting	29	2.00	35½	5.6
Arden Farms Co. — Dairy products, groceries, meats, etc.	17	1.00	15⅞	6.3
Arizona Public Service — Electric and gas utility	41	1.20	49⅜	2.4
Arkansas-Missouri Power Co. — Electric and gas utility	*24	1.00	20¾	4.8

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

Continued on page 28

Over-Counter Market–National Shopping Center for Securities

Continued from page 27

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Arkansas Western Gas Co. Natural gas public utility, production and transmission	22	0.95	28½	3.3
Arrow-Hart & Hegeman Electric Co. Electric wiring devices and controls	33	†3.13	55¾	5.6
Arrow Liqueurs Corp. Cordials and liqueurs	*16	0.40	10½	3.8
Associated Spring Corp. Precision mechanical springs; spring steel	27	1.05	12¾	8.2
Atlanta Gas Light Operating public utility	*24	1.80	42½	4.2
Atlanta & West Point RR. Co. Georgia carrier	20	4.00	40	10.0
Atlantic City Sewerage Co. Sewerage service	38	1.00	17	5.9
Atlantic Company Ice, coal, cold storage and E-Z Curb Service Stores	16	0.75	16½	4.5
Atlantic National Bank of Jacksonville	57	†1.25	55	2.3
Auto Finance Co. Investments, automobile financing and insurance	24	0.40	25	1.6
Auto-Soler Co. Manufactures nailing machinery	11	0.30	6¼	4.8
Automobile Banking Corp. Auto financing & personal loans	40	0.70	10⅞	6.4
Avondale Mills Cotton fabrics and yarns	57	1.20	23	5.2
Avon Products Cosmetics and toiletries	42	0.90	80¼	1.1
Ayres (L. S.) & Co. Operates department stores in Indianapolis and Lafayette, Indiana, and Springfield, Illinois	26	†1.33	25	5.3
B/G Foods, Inc. Restaurant chain	17	1.00	15¼	6.6
Badger Paper Mills Sulphite pulp and paper	27	5.00	125	4.0
Bagley Building Corp. Detroit real estate	24	0.30	14	2.1
Baltimore National Bank	a56	2.40	52½	4.6
BancOhio Corp. Holding company—banks	31	†1.68	87	1.9
Bangor Hydro-Electric Co. Operating public utility	37	2.10	44	4.8
Bank of Amer. NT&SA **Nation's largest bank**	**28**	**1.95**	**49¾**	**3.9**
Bank Building & Equipment Corp. of America Designers, Builders, Manufacturers	22	†1.31	25½	5.1
Bank of California, N. A.	81	1.60	43¼	3.7
BANK OF COMMONWEALTH (Detroit, Mich.) • See Bank's advertisement on page 36.	**24**	**5.00**	**172**	**2.9**
Bank of Delaware	165	2.05	46	4.5
Bank (The) of New York	177	13.00	338	3.8
Bank of the Southwest National Association, Houston	53	1.80	56½	3.2
Bankers Bond & Mortgage Guaranty Co. of America Mortgage financing	15	0.40	8	5.0
Bankers Building Corp. Chicago office building	15	3.00	63	4.8
Bankers Commercial Corp. Automobile and industrial financing	23	2.50	46	5.4
Bankers & Shippers Insur. Multiple line insurance	36	2.40	56	4.3
Bankers Trust Co., N. Y.	57	3.00	47⅞	6.3
Barnett National Bank of Jacksonville	a72	1.60	85	1.9
Bassett Furniture Industries Inc. Complete line of domestic furniture	27	1.25	20⅜	6.1
Bates Manufacturing Co. Cotton and rayon fabrics	15	0.60	11⅞	5.1
Baxter Laboratories, Inc. Manufacturers of pharmaceuticals	28	0.46	55	0.8
Baystate Corp. Bank holding corporation	34	1.40	35	4.0
Beauty Counselors, Inc. Wholesaler: Cosmetic and toilet preparations	27	1.05	66½	1.6
Belknap Hardware & Mfg. Hardware & furniture wholesaler	33	0.85	13	6.5
Belmont Iron Works Designer, fabricator and erector, structural steel	25	2.00	30½	6.6
Belt RR. & Stock Yards Co. Operates livestock terminal mkt.	71	2.00	27	7.4
Bemis Bro. Bag Co. Manufacturer of paper, textile and plastic bags	40	2.00	55½	3.6
Beneficial Corp. **Holding company affiliate of Beneficial Finance Company**	**33**	**0.70**	**18½**	**3.8**
Benjamin Franklin Hotel Co. Philadelphia hotel	14	4.00	178	2.2
Berks County Trust Co. (Reading, Pa.)	25	1.29	26	5.0
Berkshire Gas Co. Operating gas public utility	39	1.00	19¾	5.1
Bessemer Limestone & Cement Co. "Portland" cement	19	†1.18	27½	4.3
Bibb Mfg. Co. Textile manufacturer, Cotton goods; sheeting, etc.	74	1.10	15⅞	6.9
Biddeford & Saco Water Co. Operating public utility	62	†4.77	88	5.4
Bird Machine Co. Machinery for paper mills	25	1.25	25	5.0
Bird & Son Asphalt shingles, floor covering, and paper	36	1.00	24½	4.1
Birmingham Trust National Bank (Birmingham, Ala.)	16	0.80	53½	1.5
Black-Clawson Company Makes paper and pulp mill equipment	29	1.00	17	5.9
Black Hills Power & Light Operating public utility	20	**†1.47**	**35¼**	**4.2**
Black, Sivalls & Bryson Oil and gas equipment, steel products and control valves	a32	0.20	11⅜	1.8
Bloch Brothers Tobacco Co. "Mail pouch" chewing tobacco	50	0.45	22	2.0
Blue Bell, Inc. Manufacturer of work and play clothes	37	0.80	17½	4.6
Boatmen's Natl. Bk. St. Louis	89	†2.92	67	4.4
Boston Insurance Co. Insurance other than life	87	1.80	31⅜	5.7
Bound Brook Water Co. Operating public utility	36	0.40	6¼	6.4
Bourbon Stock Yards Co. Louisville stockyards	53	4.00	60	6.7
Boyertown Burial Casket Co. Miscellaneous funeral supplies	67	1.00	17½	5.7
Bradley (Milton) Co. Games, toys and educational teaching aids	10	†1.10	83	1.3
Bridgeport Hydraulic Co. Supplies water to several Connecticut communities	70	1.85	39¾	4.7
Bristol Brass Metal fabricator	29	0.60	9½	6.3
British-America Assurance Company Insurance other than life	27	4.20	113	3.7
British Mortgage & Trust Co. (Ont.) Mortgage loans & trust business	83	11.00	268	4.1
Brockton Taunton Gas Co. Operating public utility	40	1.05	20¾	5.1
Brockway Glass Co. Inc. Glass containers	34	†0.88	25½	3.5
Brooklyn Garden Apartments, Inc. Own and operate two Brooklyn garden apartments	27	6.00	102	5.9
Brown & Sharpe Mfg. Machine tools	*25	1.20	24	5.0
Brunswig Drug Co. Wholesale drugs	27	†0.84	18	4.7
Bryn Mawr Trust Co. (Pa.)	17	†1.73	45	3.8
Buchanan Steel Products Corp. Manufacturing steel forgings	14	0.20	5¾	3.5
Buck Creek Oil Co. Crude oil producer	20	0.15	1⅞	8.0
Buck Hills Falls Co. Hotel in Poconos	54	0.60	17½	3.4
Buckeye Steel Castings Co. Production of steel castings	24	1.50	22	6.8
Burgermeister Brewing Corp. Brewing of beer	a21	1.00	13½	7.4
Burgess-Manning Co. Industrial acoustics, radiant ceiling, recording and controlling instruments	17	0.50	45	1.1
Burnham Corp. Mfrs. boilers, radiators, greenhouses and warm air furnaces	14	1.20	20	6.0
Business Men's Assurance Co. of America Life, accident and health insurance	28	0.30	43	0.7
Butler Manufacturing Co. Metal products	23	2.40	37	6.5
Calaveras Land & Timber Corp. California timber lands	18	2.00	23½	8.5
California Bank (L. A.)	22	2.00	53	3.8
California Oregon Power Operating public utility	19	1.60	44	3.6
CALIFORNIA - PACIFIC UTILITIES Operating public utility • See Company's advertisement on page 53.	**18**	**0.90**	**21**	**4.3**
California Portland Cement Cement and lime products	51	5.00	145	3.4

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.
a Including predecessors.

Continued on page 30

Operational Highlights of

AMERICAN NATIONAL INSURANCE COMPANY

DIRECTORS

LOUIS J. DIBRELL: *Member Dibrell, Dibrell & Greer, General Counsel.*
GEORGE S. ECCLES: *Pres. First Security Bank of Utah; Chmn. Exec. Comm. First Security Bank of Idaho; Pres. First Security Corp. Director of: Federal Reserve Bank (Salt Lake City), Utah Construction Co., Anderson Lumber Co., Mountain States Implement Co., Ogden Union Railway & Depot Co., Ogden Union Stockyards, Lion Coal Co., Union Pacific Railway, Eccles Hotel Co., American Bankers Life Ins. Co. of Florida, National Industrial Conference Board, member Nat. Council Boy Scouts of America.*
K. I. FOSDICK: *Vice Pres. & Treas. American Nat.*
R. A. FURBUSH: *Exec. Vice Pres. American Nat.*
S. MARCUS GREER: *Vice Chmn. Board of First City National Bank (Houston), Director of: Terrell State Bank, Jefferson Standard Life Ins. Co., Houston Y. M. C. A., Trustee Moody Foundation.*
J. SAYLES LEACH: *Chmn. Board of Texas Company. Director of: Seabrook Oil Co., McColl & Frontenac Ltd., National Bank of Commerce (Houston), Houston Lighting & Power Co., Trustee Moody Foundation.*
J. M. LYKES, JR.: *Senior Vice Pres. & Director Lykes Brothers Steamship Co. Trustee Moody Foundation.*
ROBT. L. MOODY: *Trustee Moody Foundation & financier.*
SHEARN MOODY, JR.: *Trustee Moody Foundation & financier.*
W. L. MOODY, IV: *Trustee Moody Foundation & rancher.*
LEONARD MOSELE: *Vice Pres. & Sec. American Nat.*
MRS. M. MOODY NORTHEN: *Trustee Moody Foundation & financier.*
LEE N. PARKER: *Pres. American Service Bureau.*
E. RANDALL, JR., MD: *Med. Dir. American Nat.*
A. V. STJEPCEVICH: *Exec. Vice Pres. W. L. Moody & Company, Bankers.*
W. L. VOGLER: *Pres. American Nat.*
W. O. WATSON: *Vice Pres. & Asst. Treas. American Nat.*
A. T. WHAYNE: *Sec. to Board Moody Foundation.*

OFFICERS

W. L. VOGLER
President

R. A. FURBUSH
Exec. Vice Pres.

L. MOSELE
Vice Pres. & Sec.

K. I. FOSDICK
Vice Pres. & Treas.

W. O. WATSON
Vice Pres. & Asst. Treas.

C. E. BROWN
Vice Pres. & Asst. Treas.

B. CLARK
Vice Pres. Undwtg.

W. W. CHERRY
Vice Pres. & Supt. Ind. Agencies

H. W. GRAY
Vice Pres.—Claims

J. O. HOOD
Vice Pres.—Real Estate

GEO. CHRISTOPHER
Asst. V.P. & Sales Coord.

R. C. ENGELKE
Asst. Vice Pres.

A. M. JOCKUSCH
Asst. V.P. & Sec.Ord. Agencies

C. J. SKARKE, JR.
Asst. Vice Pres.

L. E. TAVENER
Asst. V.P. & Asst. Actuary

H. F. TAYLOR
Asst. Vice Pres.

R. C. WEAVER
Asst. V.P. & Asst. Sec.

J. W. WILKINSON
Asst. V.P. & Asst. Sec.

DR. E. RANDALL, JR.
Med. Director

DIBRELL, DIBRELL & GREER
General Counsel

A. C. BRAIKOVICH
Asst. Sec.

T. J. EAVES
Asst. Sec.

L. H. PEACOCK
Asst. Sec.

M. SCHILKE
Asst. Sec.

A. C. SCHUESSLER
Asst. Sec.

From 56th Annual Statement

FACTOR	1960	1959	CHANGE
LIFE INSURANCE IN FORCE	$5,591,603,857	$5,020,795,323	UP 11.3%
PREMIUM INCOME	124,391,427	112,722,574	UP 8.9%
INVESTMENT & OTHER INCOME	37,102,716	33,112,468	UP 12.0%
TOTAL INCOME	161,494,143	145,835,042	UP 9.4%
SURPLUS END YEAR	86,326,841	66,063,077	UP 30.6%
CAPITAL & SURPLUS	119,326,841	99,063,078	UP 20.4%
RATIO ASSETS TO EACH $100 LIABILITIES	116.24*	113.98*	UP $2.26

*NOTE: This is one of the highest ratios among major life insurance companies

☆ 450 Branches in 44 States, District of Columbia, Puerto Rico

☆ 6,800 Field Representatives and Three Sales Organizations

☆ Specializing in Competitive forms of Life Insurance, Annuities, Special Business and Estate Policies, Guaranteed Renewable Disability Income and Hospital Insurance, Industrial Policies, Credit and Financing Institutions Insurance:

NEW LIFE INSURANCE SALES IN 1960 . . . . UP 10.4%
NEW A&S PREMIUMS SECURED . . . . UP 37.7%
NEW CREDIT & INSTITUTIONAL INSURANCE . . . . UP 56.9%

ASSETS		*1960*	*1959*
Bonds		$374,869,465.68	$331,263,957.92
United States of America	$ 49,352,800.04		
Dominion of Canada	657,326.24		
State & Muncipial (U. S.)	60,347,350.67		
Provincial & Municipal (Canada)	32,181,231.38		
Railroad	20,515,660.30		
Public Utility	104,586,164.57		
Industrial & Miscellaneous	107,228,932.48		
Stocks		122,804,389.60	150,860,880.81
Preferred or Guaranteed	17,668,710.73		
Common	105,135,678.87		
Mortgage Loans on Real Estate		278,335,098.26	244,221,586.85
Residential & Business	274,324,247.61		
Farm	4,010,850.65		
Loans and Liens on Company's Policies		31,397,923.38	27,450,538.58
Cash		11,644,515.90	24,762,019.27
Real Estate		477,984.79	560,556.62
Home Office buildings	400,040.80		
Other real estate	77,943.99		
Premiums deferred and in course of collection		23,346,380.20	21,055,400.76
Interest due and accrued		7,035,604.29	5,974,677.25
Other Assets		3,919,571.77	1,322,147.20
TOTAL		$853,830,933.87	$807,471,765.26

LIABILITIES		*1960*	*1959*
Policy Reserves		$643,903,500.59	$602,581,732.97
Premiums & Interest Paid in Advance		3,674,796.94	3,727,603.53
Claims Not Yet Completed or Reported		3,663,464.10	3,455,406.36
Reserved for Taxes		5,062,156.20	4,691,486.48
Security Valuation Reserve		73,268,220.57	90,163,107.92
Other Liabilities		4,931,954.13	3,789,350.38
TOTAL LIABILITIES RESERVE		734,504,092.53	708,408,687.64
Capital Stock	33,000,000.00		33,000,000.00
Surplus	86,326,841.34		66,063,077.62
Surplus Protection to Policyholders		119,326,841.34	99,063,077.62
TOTAL RESERVES & SURPLUS		$853,830,933.87	$807,471,765.26

We will be pleased to send complete Financial Statement upon request. Address:
W. L. VOGLER, President

American National
INSURANCE COMPANY
ESTABLISHED 1905
AMERICAN NATIONAL ANICO INSURANCE COMPANY
HOME OFFICE: GALVESTON, TEXAS

Over-Counter Market–National Shopping Center for Securities

Continued from page 28

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
CALIFORNIA WATER SERVICE CO. Public utility-water • See Company's advertisement on page 50.	**29**	**1.20**	**24½**	**4.9**
California Water & Telephone Co. Operating public utility	25	1.34	31⅛	4.2
California-Western States Life Insurance Co. Life, accident & health insurance	23	†0.78	52	1.5
Camden Refrigerating & Terminals Co. Cold storage, warehouse business	15	0.25	25	1.0
Campbell Taggart Associated Bakeries, Inc. Bakery chain	*15	1.25	30	4.2
Cannon Shoe Co. Operation retail shoe stores and manufacturing of shoes	28	0.50	7½	6.7
Capitol Records, Inc. Recording, manufacturing and wholesaling of records, albums and pre-recorded tape	11	2.00	30	6.7
Carolina Telephone and Telegraph Company Operates telephone exchanges	61	1.60	42	3.8
Carpenter Paper Co. Distributor of paper and paper products	65	1.80	51	3.5
Carter (William) Co. Underwear	47	9.00	350	2.6
Carthage Mills, Inc. Felt base floor coverings	21	1.20	19¾	6.1
Cascades Plywood Corp. Plywood	14	1.00	23½	4.3
Cavalier Apartments Corp. Owning and operating apartment house (Washington, D. C.)	19	e2.00	18	11.1
Cedar Point Field Trust, ctfs. Texas oil wells	11	0.40	3½	11.4
Central Bank & Trust Co. (Denver)	*15	0.80	20⅝	3.9
Central Coal & Coke Corp. Leases mines on royalty basis	14	1.25	33	3.8

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.
e Plus $20 distribution out of capital surplus.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Central Cold Storage Co. Refrigeration	27	1.75	41	4.3
CENTRAL ELECTRIC & GAS CO. Electric & gas utility and through subsidiaries telephone service in several states To absorb Southern Colorado Power Co. effective May 1, 1961. New company to be named Western Power & Gas Co. • See Company's advertisement on page 43.	**19**	**†1.19**	**28½**	**4.2**
Central Illinois Electric & Gas Co. Operating public utility	29	1.44	40⅛	3.6
Central Indiana Gas Co. Natural gas public utility	21	0.80	16⅜	4.9
Central Louisiana Electric Co. Electric, gas and water utility	26	†0.93	29	3.2
Central Maine Power Co. Public electric utility	19	1.40	26⅞	5.2
Central National Bank of Cleveland	20	2.00	47½	4.2
Central National Bank & Trust Co. (Des Moines)	24	8.00	215	3.7
Central-Penn National Bank (Philadelphia)	133	2.20	45¼	4.8
Central Steel & Wire Co. Metal processing and distribution	19	3.00	74	4.1
Central Telephone Co. Telephone service	16	†0.87	23¾	3.7
Central Trust Co. (Cinn.)	24	†2.80	80	3.5
Central Vermont Public Service Corp. Electric and gas utility	18	1.08	20	5.4
Central West Co. Investment trust	26	0.30	5¾	5.2
Chain Store Real Estate Trust Ownership and rental of improved real estate	24	6.25	73	8.6
Chambersburg Engineering Forging hammers, hydraulic presses	24	0.50	18½	2.7
Chance (A. B.) Co. Manufacturing products for Utility Line Construction & Maintenance	26	1.10	16½	6.7
Charleston Natl. Bk (W. Va.)	25	2.00	56	3.6
Charleston Transit Co. W. Va. bus operations	21	4.00	43	9.3
Chase Manhattan Bank	113	†2.39	63⅞	3.7
Chatham Manufacturing Co., Class A Blankets, apparel cloth, upholstery and sales yarns	27	0.16	4	4.0

† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Chemical Bank New York Trust Co.	a112	2.45	59	4.2
Chenango & Unadilla Telephone Corp. Operating telephone company	35	1.35	26½	5.1
Chicago, Burlington & Quincy RR. Co. Midwest carrier	99	7.50	145	5.2
Chicago City Bk. & Trust Co.	26	5.00	95	5.3
Chicago Mill and Lumber Wood and corrugated boxes, lumber, crude oil	21	1.25	18	6.9
Chicago Molded Products Corp. Plastic molders	22	0.40	9¼	4.3
Chicago Title & Trust Co.	26	5.00	93	5.4
Chilton Co. Publisher of business magazines	24	†0.95	27½	3.5
China Grove Cotton Mills Co. Combed yarn manufacturer	37	2.50	48½	5.2
Christiana Secur. Co. Holding company	*35	500.00	13,900	3.6
Churchill Downs, Inc. "Kentucky Derby"	10	1.30	17¼	7.5
Citizens Commercial & Savings Bank (Flint, Mich.)	26	†2.14	69½	3.1
Citizens Fidelity Bank & Tr. (Louisville)	*42	1.60	43	3.7
Citizens National Bank (Los Angeles)	67	1.60	47	3.4
Citizens & Southern National Bank (Savannah)	56	1.60	51¾	3.1
Citizens & Southern National Bank of S. C. (Charleston)	33	2.20	83	2.7
Citizens Utilities Co., Cl. B Public utility	23	0.56	17⅞	3.1
City National Bank & Tr. Co. of Chicago	20	†2.91	111	2.6
City Nat. Bank & Trust Co. (Columbus, Ohio)	26	1.00	36½	2.7
City National Bank & Tr. Co. (Kansas City)	*33	0.80	52	1.5
City Title Insurance Co. Title insurance	25	0.40	8½	4.7
City Trust Co. (Bridgeport, Conn.)	a107	1.60	39½	4.1
Cleveland Quarries Co. Building and refractory stone	21	0.20	11¾	1.7

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.
a Including predecessors.

Over-Counter Market–National Shopping Center for Securities

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Cleveland Trencher Co. Manufacturer of mechanical trench excavators	13	0.60	7¼	8.3
Cleveland Trust Co.	25	6.00	372	1.6
Cleveland Union Stock Yards Company Operates livestock yards	55	0.50	9½	5.3
Coca-Cola Bottling Co. of Los Angeles	37	1.55	37	4.2
Collins Co. Farm and cutting implements	*46	4.00	77	5.2
Collyer Insulated Wire Manufacturer of insulated wire and cable	43	1.25	21½	5.8
Colonial Stores Retail food stores in Southeast and Midwest	20	0.80	14½	5.5
Color-Craft Products, Inc. Wall coverings	13	0.40	4½	8.9
COLORADO CENTRAL POWER CO. Operating electric public utility • See Company's advertisement on page 47.	27	0.83	31¼	2.7
Colorado Interstate Gas Co. Natural gas transmission	26	†1.16	38	3.1
Colorado Milling & Elevator Flour and prepared mixes for baking	16	1.40	18	7.8
Commerce Trust Co. (Kansas City)	25	2.25	55½	3.6
Commerce Union Bank (Nashville)	45	1.00	36½	2.7
Commercial Banking Corp. Dealer financing	13	0.60	12½	4.8
Commercial Shear & Stamp. Pressed metal products, hydraulic oil equipment and forgings	26	†0.78	14¾	5.3
Commercial Trust Co. of New Jersey (Jersey City)	56	4.00	107½	3.7
Commonwealth Land Title Insurance Co. Title insurance	16	3.30	53½	6.2
Commonwealth Life Insurance Co. (Ky.) Life insurance (no accident & health)	20	0.20	21¼	0.8

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Commonwealth Telephone Co. (Dallas, Pa.) Telephone service	10	0.98	22½	4.4
Commonwealth Trust Co. of Pittsburgh	59	1.20	52	2.3
Community Hotel Co. (Pa.) York, Pa., hotel	14	4.25	80	5.3
Concord Elect. (New Eng.) Operating public utility	56	2.40	45	5.3
Conn (G. C.), Ltd. Top manufacturer of band instruments	13	†0.59	17¼	3.4
Connecticut Bank & Tr. Co.	147	2.00	47½	4.2
Connecticut General Life Insurance Co. Life, accident and health insurance (group and individual)	83	2.40	402	0.6
Connecticut Light & Power Operating public utility	39	1.13	26	4.3
Connecticut National Bank (Bridgeport, Conn.)	*20	0.80	16½	4.8
Connecticut Printers, Inc. Commercial printing	81	1.90	45	4.2
Connohio, Inc. Sale of ice & oil, & warehousing	15	0.20	3¾	5.3
Consolidated Dearborn Owns office buildings in Chicago and Newark	15	1.40	28½	4.9
Consolidated Dry Goods Co. Department store chain	19	3.00	61	4.9
Consolidated Freightways, Inc. Motor freight	10	0.50	9⅛	5.5
Consolidated Naval Stores Holding company, diverse interests	28	30.00	1,050	2.9
Consolidated Rendering Co. Tallow, grease, meat scrap, fertilizers, hides and skins	26	1.20	15½	7.7
Consolidated Theatres, Ltd., Class B Canadian theater chain	13	0.35	3	11.7
Consol. Water Pwr. & Paper Manufactures paper and paper products	28	1.40	38	3.7
Consumers Water Co. Holding co.	10	†1.17	29	4.0
Continental American Life Insurance Co. (Del.) Participating life	*36	2.00	67	3.0
Continental Assurance Co. Life, accident and health	48	1.20	185	0.6
Continental Casualty Co. Diversified insurance	27	1.50	88½	1.7

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Continental Illinois National Bank and Trust Co. of Chicago	26	4.00	114¾	3.5
County Trust (White Plains)	*57	†0.49	41½	1.2
Cowles Chemical Co. Mfg. industrial chemicals	22	0.60	22	2.7
Craddock-Terry Shoe Corp. Shoe manufacturer	21	1.00	20	5.0
Crompton & Knowles Corp. Looms, dyestuffs, packaging equipment and reinforced plastics	29	†1.00	24¼	4.1
Crown Life Insurance Co. Life, accident and sickness; also annuities	38	3.10	225	1.4
Crum & Forster Diversified insurance	35	2.40	73	3.3
Cumberland Gas Corp. Operating public utility	14	0.40	3	13.3
Cummins Engine Co. Diesel and gas engines	13	†0.55	43	1.3
Curlee Clothing Co. Men's suits and overcoats	22	0.80	14	5.7

Over-The-Counter Consecutive Cash Dividend Payers From 5 to 10 Years Appear in the Second Table Starting on Page 47.

Dahlstrom Manufacturing Co. Formerly Dahlstrom Metallic Door Co. Name changed in May 1960 Doors, mouldings, cabinets	19	0.80	14	5.7
Dallas Transit Co. Local transit facilities	19	0.35	10¼	3.4
Darling (L. A.) Co. Manufacturing display equipment	14	†0.48	12¾	3.8
Dayton Malleable Iron Co. Iron, steel & aluminum castings	26	0.85	13¾	6.2
De Bardelebon Coal Corp. Bituminous coal	13	10.00	140	7.1
De Laval Steam Turbine Co. Turbines, pumps, etc.	10	0.80	21	3.8
Decker Nut Manufacturing Corp. Manufacturer of cold headed industrial fasteners	15	0.20	3½	5.7
Del Monte Properties Co. Real estate	16	3.00	80	3.8

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

Continued on page 32

Over-Counter Market–National Shopping Center for Securities

Continued from page 31

	No. Consecutive Years Cash Divs. Paid	Cash Divs. including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Delaware Railroad Co. Leased and operated by P.R.R.	64	2.00	31	6.5
Delta Electric Co. Hand lanterns and auto type switches, bicycle lamps and horns	25	0.55	9¾	5.6
Dempster Mill Manufacturing Farm equipment	25	0.80	22	3.6
Denver Chicago Trucking Co., Inc. Motor common carrier	11	1.00	20¼	4.9
Denver United States National Bank	74	1.20	33	3.6
Detrex Chemical Industries, Inc. Chemicals, equipment and ultrasonics	*14	0.60	14¼	4.2
Detroit Aluminum & Brass Bearings and bushings	*15	0.75	11½	6.5
Detroit Bank & Trust Co.	26	2.05	46¾	4.4
Detroit & Canada Tunnel Owns and operates international tunnel to Windsor	20	1.00	17¾	5.6
Detroit International Bridge Operates bridge to Windsor	17	1.20	24	5.0
Detroit Mortgage & Realty Co. Real estate financing	22	0.13	2⅜	5.5
Detroit Stamping Co. Pressed metal parts & specialties	28	0.90	12¾	7.1
Diamond Portland Cement Manufacturer of Portland Cement	40	0.60	37	1.6
Dickey (W. S.) Clay Mfg. Co. Sewer and culvert pipes, tiles	25	1.40	41¼	3.4
Dictaphone Corp. Manufacture and sale of Dictaphone, dictating, recording and transcribing machines	35	†1.29	28¾	4.5
Discount Corp. of New York Dealers in U. S. Treasury securities and bankers acceptances	42	22.0C	258	8.5
Dixon (Joseph) Crucible Co. Lead pencils and all graphite products	24	1.30	23¾	5.5
Dobbs Houses, Inc. Restaurant and airline catering	15	†0.48	19½	2.5
Dollar Savings & Trust Co. (Youngstown)	21	1.10	45	2.4
Donnelley (R. R.) & Sons Co. Largest commercial printer in United States	50	†0.45	37½	1.2
Dovers Natl. Bk. (Chicago)	78	1.00	26	3.8
Drackett Co. Household specialty chemicals	*28	1.30	51½	2.5
Dravo Corp. Heavy engineering projects, marine equipment	22	2.00	40½	4.9
Drexel Enterprises, Inc. Formerly Drexel Furniture Co. Name changed in Dec. 1960 Furniture manufacturer	*25	1.80	31	5.8

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Ducommun Metals & Supply Distributors of metals, tools and industrial supplies	26	1.30	16¼	8.0
Duff-Norton Co. Industrial jacks and lifting equipment	71	2.00	34	5.9
Dun & Bradstreet Inc. Credit and marketing reports and publications	28	†1.08	42½	2.5
Duncan Electric Co., Class B	23	1.00	20½	4.9
Dura Corp.	27	†0.38	14⅛	2.7
Duriron Co. Corrosion resistant equipment	26	1.20	22¾	5.3
Eason Oil Co. Oil and gas production	20	0.20	11½	1.7
Eastern Racing Assn. Suffolk Downs	20	1.00	5	20.0
Eastern Utilities Associates Holding company, New England public utilities	33	2.20	39⅝	5.6
Economics Laboratory, Inc. Chemical compound manufacturers	25	†0.77	23¾	3.2
Ecuadorian Corp., Ltd. (Bahamas) Holding co.—brewing interests	23	1.00	9¾	10.3
Edgewater Steel Co. Circle E. rolled steel railroad wheels and tires, steel rings and forgings	39	3.00	38½	7.8
Edison Sault Electric Co. Electric utility	26	0.90	17	5.3
El Paso Electric Co. Public utility	33	†1.14	47½	2.4
El Paso Natl. Bank (Texas)	36	2.40	60	4.0
Electric Hose & Rubber Co. Rubber hose	22	1.40	36	3.9
Electrical Products Consol. Electrical signs	26	†1.15	24	4.8
Electro Refractories & Abrasives Corp. Manufacturer of crucibles, refractories and abrasive products	27	†0.59	12¼	4.8
Elizabethtown Consolidated Gas Co. Natural gas distributing utility	68	1.80	47	3.8
Elizabethtown Water Co. (Consolidated) Operating public utility	81	†1.20	28	4.3
Emhart Manufacturing Co. Glass industry machinery	15	†1.52	63½	2.4
Empire State Oil Oil production and refining	14	0.50	10¼	4.9
Empire Trust Co. (N. Y.)	55	†2.97	350	0.8
Employers Casualty Co. Fire and Casualty Insurance	37	1.00	28½	3.5
Employers Group Associates Diversified insurance	31	†1.35	39¾	3.4
Employers Reinsurance Corp. Multiple line reinsurance	47	1.75	62¾	2.8
Equitable Trust Co. (Balt.)	46	†0.99	81½	1.2
Equity Oil Co. Crude oil production	13	0.40	14¼	2.8
Erie & Kalamazoo RR. Leased by New York Central	112	3.00	45	6.7
Erlanger Mills Corp. Textile holding and operating co.	15	0.80	16	5.0
Erwin Mills, Inc. Textile mills	36	0.80	11¾	6.8

† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Essex Co. Water power to mills	50	2.00	42	4.8
Exeter & Hampton Electric Company Operating public utility	53	2.60	45½	5.7
Exeter Manufacturing Co. Cotton and glass fabrics	20	1.00	55	1.8
Exolon Co. Manufacture artificial abrasives and magnetic separators	27	†1.06	31	3.4
Faber Coe & Gregg, Inc. Tobacco wholesaler	27	4.00	55	7.3
Fafnir Bearing Co. Manufacturer of ball bearings	49	2.00	50¼	4.0
FAIRFIELD COUNTY TRUST CO. (Stamford, Conn.) • See Bank's advertisement on page 44.	68	1.60	34½	4.7
Fall River Gas Co. Operating public utility	*52	1.68	31	5.4
Farrel-Birmingham Co. Mfrs. of heavy machinery	26	2.25	39	5.8
Fate-Root-Heath Co. Manufactures diesel locomotives, ceramic machinery and lawnmower and saw sharpeners	27	1.10	18½	5.9
Faultless Rubber Miscel. rubber goods, sponges	36	1.20	18¾	6.4
Federal Bake Shops, Inc. Chain of retail bake shops	25	0.40	5⅜	7.4
Federal Chemical Co. Fertilizers	17	4.00	90	4.4
Fed. Compress & Warehouse Cotton compress and warehousing	35	1.35	26¼	5.1
Federal Insurance Co. Multiple line insurance	59	†0.91	58	1.6
Federal Screw Works Cold headed products and screws	20	1.13	17	6.6
Federal Sign & Signal Corp. Electric signs, sirens, lights, traffic and highway signs	13	†0.74	18½	4.0
Federated Publications, Inc. Michigan newspapers	26	†2.00	40½	4.9
Federation Bank and Trust Co. (New York)	25	1.50	33	4.5
Fidelity & Deposit Co. of Maryland Diversified insurance	27	2.00	48½	4.1
Fidelity-Philadelphia Trust	96	†2.45	53½	4.6
Fidelity Union Tr. (Newark)	69	†2.96	73	4.1
Fifth Third Union Trust Co. (Cincinnati)	24	†2.47	70	3.5
Fifty Associates (Boston) Boston real estate	*15	50.00	1,425	3.5
Finance Co. of Pennsylvania Real estate and securities	32	2.40	53	4.5
Fireman's Fund Insur. Co. Multiple line insurance	53	1.80	54½	3.3
First Amer. Nat. Bk. (Nashv.)	23	1.20	31½	3.8
First Bank Stock Corp. Bank holding company	32	1.95	53½	3.6
First Bank & Trust Co. (South Bend)	22	†1.17	34	3.4
First Boston Corp. Investment banking	23	4.75	66½	7.1
First Camden National Bank & Trust Co. (N. J.)	16	†0.96	40	2.4
First City Natl. Bk. (Houston)	28	1.25	40	3.1
First Natl. Bank of Akron	22	†0.99	56	1.8
First Natl. Bank of Atlanta	95	†1.45	42	3.5
First Natl. Bank (Baltimore)	155	2.75	68½	4.0
First Natl. Bank (Birming.)	18	1.40	61½	2.3
First Natl. Bank of Boston	177	†3.01	71¼	4.2
First Natl. Bank (Chicago)	26	†1.60	72¼	2.2
First Natl. Bank of Cinn.	98	2.40	64¾	3.7
First Natl. Bank of Dallas	86	1.50	41¾	3.6
First Natl. Bank of Denver	*44	6.50	205	3.2
First National Bank of Fort Worth	28	0.50	26¼	1.9
First Natl. Bank (Jersey City)	97	3.20	71½	4.5
First Natl. Bank (K. C.)	71	†1.67	98	1.7
First Natl. Bank of Memphis	66	1.40	36½	3.8
First Natl. Bank (Miami)	58	1.60	64	2.5
First Natl. Bank (Mobile)	95	†4.20	129	3.3
First Natl. Bank (Omaha)	25	4.00	99¼	4.0
First Natl. Bank of Oregon	90	2.40	62½	3.8
First Natl. Bank of Passaic County (Paterson, N. J.)	96	3.50	77½	4.5
First Natl. Bank (St. Louis)	43	3.00	68½	4.4
First National Bank of Shreveport, La.	24	1.40	46	3.0
First Natl. Bank (Wichita)	41	11.50	425	2.7
First Natl. Bk. T. (Okla. City)	33	1.00	36½	2.7
First National Bank and Trust Co. (Tulsa)	23	1.40	35¾	3.9
First National City Bank of New York	148	†2.99	76¾	3.9
First National Exchange Bank of Roanoke	79	1.50	44	3.4
First National Trust & Savings Bank of San Diego	26	1.00	34¼	2.9
First New Haven National Bank (Conn.)	25	1.40	28¼	5.0
First Pelham Corp. See Sanborn Map Co. Inc.				
First Pennsylvania Banking & Trust Co. (Phila.)	133	†2.27	50	4.5
First Trenton National Bank	86	1.80	50	3.6
FIRST WESTERN BANK & TRUST CO. (S. Francisco) • See Bank's advertisement on page 53.	93	1.60	44	3.6
Fitchburg Gas & Elec. Light Gas and electric company	102	3.00	56	5.4

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

Over-Counter Market-National Shopping Center for Securities

	No. Con-secutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quota-tion Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Florida National Bank (Jacksonville)	25	†0.65	45	1.4
Florida Public Utilities Co. — Operating public utility	18	0.72	20½	3.5
Florida Telephone Corp. cl. A — Telephone company	20	1.00	26⅜	3.8
Foote Bros. Gear & Machine—Class B — Precision and industrial gears, transmissions, chain, etc.	21	0.50	8¼	6.1
Foote-Burt Co. — Drilling, reaming, tapping machines	32	0.10	11	0.9
Forbes & Wallace, Inc., Cl. B — Dept. store, Springfield, Mass.	25	1.75	25	7.0
Fort Pitt Bridge Works — Structural steel fabrication	19	0.50	21	2.4
Fort Wayne National Bank (Indiana)	26	1.00	35½	2.8
Ft. Worth National Bank	87	1.00	27⅛	3.7
Fort Worth Transit Co. — Fort Worth bus service	13	0.40	7¼	5.5
Fostoria Corp. — Industrial lighting units	22	1.00	17	5.9
Fourth Natl. Bank and Trust Co., Wichita	*36	†0.75	43	1.7
Fownes Brothers & Co. — Gloves	14	†0.29	7¾	3.7
Fram Corp. — Manufacturer of oil, air, fuel and water filters	19	†0.91	24¼	3.8
Franco Wyoming Oil Co. — Oil production, exploration and development	25	1.00	24¾	4.0
FRANK (Albert)-GUENTHER LAW, INC. — Professional advertising agency • See Company's advertisement on page 37.	18	1.00	18	5.6
FRANKLIN LIFE INSURANCE CO. — Life insurance • See Company's advertisement on page 33.	20	†0.43	77	0.6
Friedman (Louis) Realty Co. — New York City real estate	14	0.40	19	2.1
Frontier Refining Co. — Petroleum production, refining and marketing	15	†0.24	11⅞	2.0
Fruit of the Loom, Inc. — Textiles	16	0.75	7½	10.0
Fuller Brush Co., Class A — Brushes	39	6.00	135	4.4
Fulton Market Cold Storage — Refrigerated warehousing	31	0.50	9¾	5.1
Fulton Natl. Bank (Atlanta)	48	†1.16	40½	2.9
Funsten (R. E.) Co. — Sheller and packer of pecans, walnuts and almonds	11	0.95	19½	4.9
Galveston-Houston Co. — Holding company. Bus industry	22	0.50	7	7.1
Gamble Brothers, Inc. — Lumber products	11	†0.30	11½	2.6
Garlock Inc. — Mechanical packings, gaskets, oil seals, mechanical seals and plastics	56	1.40	29½	4.7
Gary Natl. Bank (Indiana)	28	6.00	300	2.0
Gary Railways, Inc. — Transportation holding company	18	0.20	4¼	4.7
Gas Service Co. — Natural gas distributor serving Missouri, Kansas, Oklahoma and Nebraska	17	1.72	38⅛	4.5
General Crude Oil Co. — Southeastern producer	23	1.00	22¾	4.4
Gentral Industries Co. — Mfrs. of small motors for electric phonographs, automobile heaters and home recording assemblies. Custom-molded plastic parts	21	†0.98	17¼	5.7
General Metals Corp. — Marine and other machinery	26	1.20	19½	6.2
GENERAL REINSURANCE CORP. — All casualty, bonding fire and allied lines • See Company's advertisement on page 35.	27	2.00	124	1.6
Genuine Parts Co. — Automotive parts	14	1.35	53	2.5
Georgia Marble Co. — Marble production	18	†1.22	38	3.2
Germantown Fire Insurance Company — Fire and allied lines insurance	13	3.00	145	2.1
Giddings & Lewis Mach. Tool — Manufactures machine tools, to wit: horizontal boring, drilling and milling machines (table, floor and planer type); vertical turret lathes; vertical boring mills; planers (double housing and open-side); planer type milling machines; contour mills; die sinking machines; radial and upright drilling machines; numerical and tracer control system; boring tools and related items; and machine tool accessories.	24	0.10	12½	0.8
Gilbert & Bennett Manufacturing Co. — Wire cloth	19	0.60	10½	5.7
Girard Trust Corn Exchange Bank (Philadelphia)	125	2.50	56½	4.4
Gisholt Machine Co. — Turret lathes and tools	26	0.25	10¼	2.4
Glatfelter (P. H.) Co. — Pulp and paper manufacture	17	1.20	33½	3.6

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

Continued on page 34

Boston Inv. Club To Hear Locke

BOSTON, Mass.—The Boston Investment Club will hold its monthly dinner meeting at 5:30 p.m. Tuesday, April 18, at the Harvard Club. The speaker will be the distinguished financial analyst, Theron W. Locke. Mr. Locke, a specialist in public utilities, began his career with Moody's Investors Service in New York just prior to the 1929 crash. After a year with Moody's, he joined one of the New York City banks to work in the Trust Investment Division, specializing in public utilities. Since that time he has worked for various stock exchange houses and has had wide experience in public utility analysis and financing.

For three years he was chairman of the Public Utility Division of the New York Society of Security Analysts. For the past 14 years he has been in charge of public utility research for Goodbody & Co. and has done a great deal of work in the field of utilities. In addition, he has taught at the New York Institute of Finance and at Pace College, all of his teaching being part-time.

Rittmaster, Voisin to Admit

On April 13, Rittmaster, Voisin & Co., 250 Madison Ave., New York City, members of the New York Stock Exchange, will admit Sally Voisin, Nan Haskell and Leon M. Gecker to limited partnership.

Ristine to Admit

RIDGEWOOD, N. J.—On April 1, Warner W. Brackett became a partner in F. P. Ristine & Co., members of the New York and Philadelphia-Baltimore Stock Exchanges. Mr. Brackett is Manager of the firm's local office at 31 North Broad St.

Over-Counter Market-National Shopping Center for Securities

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	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Glen-Gery Shale Brick Corp. Brick and concrete products manufacturer	15	0.45	5 7/8	7.7
Glens Falls Insurance Co. Multiple line insurance underwriter	95	1.00	40	2.5
Globe & Republic Insurance Co. of America Fire, marine, multiple peril coverages and allied lines	25	1.00	22	4.5
Goderich Elevator & Transit Co., Ltd. Grain elevator	57	1.50	18	8.3
Good Humor Corp. Well-known ice cream retailer	27	0.50	15 1/2	3.2
Goodall Rubber Co., Class A Hose, belting and packings	27	†0.49	11	4.5
Gould Pumps, Inc. Pumps and water systems	13	†1.50	32 1/2	4.6
Govt. Employees Insurance Insurance—casualty and fire	14	†0.92	90	1.0
Grace Natl. Bank of New York	14	6.00	500	1.2
Grand Trunk Warehouse & Cold Storage Co. Detroit ice manufacturer	18	2.00	53	3.8
Graniteville Co. Cotton fabrics	20	2.90	36	8.1
Great Amer. Ins. Co. (N. Y.) Diversified insurance	88	1.60	49 3/4	3.2
Great Southern Life Ins. Co. Life, accident and health	*36	1.60	67	2.4
Great West Life Assurance Co. (Winnipeg) Life, accident and health	61	4.85	395	1.2
Green (Daniel) Co. House slippers	*24	6.00	84	7.1
Green (A. P. Fire Brick Co. Manufacturer of refractory products	35	1.00	18	5.6
Green Giant Co. Vegetable canning & distribution	*37	†0.73	21	3.5

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Green Mountain Power Corp. Public utility, electric and gas in Vermont	10	1.10	22	5.0
Greenwich Gas Co. Public Utility — Distributor of natural gas in Connecticut	10	0.70	14 1/4	4.9
Gregory Industries, Inc. Stud welding equipment and welding studs	13	0.60	16 1/2	3.6
Griess-Pfleger Tanning Co. Leather tanning	21	0.75	10 1/2	7.1
Grinnell Corp. Pipe fittings, sprinkler systems and piping systems	27	†3.81	155	2.5
Gulf Insurance Co. (Dallas) Fire and casualty insurance	29	†0.98	38	2.6
Gulf Life Insurance Co. (Jacksonville, Fla.) Life and accident	29	0.50	19 5/8	2.5
Hagan Chemical and Controls, Inc. Water treatment chemicals	26	†0.94	47 1/2	2.0
Hagerstown Gas Co. Natural gas supplier	10	0.90	13 1/2	6.7
Hajoca Corp. Plumbing, heating and air conditioning supplies	19	†0.99	35	2.8
Halle Bros. Retail Department Stores	46	†0.95	30	3.2
Haloid Xerox Inc. (N. Y.)	32	0.25	74 1/2	0.3
Hamilton Mfg. Home laundry appliances, and professional furniture	22	1.10	20 1/4	5.4
Hamilton National Bank (Chattanooga, Tenn.)	*56	2.00	83	2.4
Hamilton National Bank of Knoxville, Tenn.	29	8.00	320	2.5
Hanna (M. A.), Class B Coal, iron, steel	27	3.00	99	3.0
Hanover Bank (The) (N. Y.)	108	†1.94	52 1/8	3.7
Hanover Insurance Co. Fire and casualty insurance	108	2.00	43 1/4	4.6
Harris Trust and Savings Bank (Chicago)	53	†1.85	86	2.2
Harrisburg Hotel Co. Penn-Harris Hotel	26	3.00	40	7.5

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Hart-Carter Co. Grain handling equipment	21	1.00	13 1/2	7.4
Hartford Fire Insurance Diversified insurance	88	†1.01	57 3/4	1.7
Hartford Gas Co.	111	2.30	51 1/2	4.5
Hartford Natl. Bank & Trust	132	1.65	52 3/4	3.1
Hartford Steam Boiler Insp and Insurance Company Boiler and machinery insurance	90	2.50	93	2.7
Harvard Trust (Cambridge)	57	2.50	54 1/2	4.6
Haverhill Gas Co. Gas service	43	1.60	28	5.7
Haverty Furniture Co. Holding company	26	1.20	19 1/2	6.2
Hershey Creamery Produces dairy products in Pennsylvania	29	2.50	45	5.6
Hibernia Bank (San Fran.)	13	3.25	82 1/2	3.9
Hibernia National Bank (New Orleans)	26	3.00	79	3.8
Higbee Co. Department store	17	1.20	30	4.0
Hines (Edward) Lumber Co. Timber logging and processing	20	2.50	37	6.8
Holyoke Water Power Co. Electric and hydraulic power, industrial steam and real estate	91	1.30	47 3/4	2.7
Home Finance Group, Inc. Holding company—auto financing	13	†0.38	8 1/4	4.6
Home Insurance Co. (N. Y.) Fire, Casualty and Life	89	2.20	62 3/4	3.5
Home Telephone and Telegraph Company of Virginia Local and long distance phone service	40	0.36	7 1/2	4.8
Home Title Guaranty Co. (Brooklyn, N. Y.) Title insurance	20	0.75	33	2.3
Hooven & Allison Co. Ropes and twine	30	†1.20	12	10.0
Hoover Co., class A Vacuum cleaners	18	0.70	17	4.1
Hotel Barbizon, Inc. New York City	27	18.00	550	3.3
Hotel Gary Corp. Indiana Hotel	25	0.50	46	1.1
Hotel Syracuse, Inc. 606 rooms	17	2.55	38	6.7
Housatonic Public Serv. Co. Connecticut public utility company, gas and electric	19	1.48	35	4.2
Houston Natural Gas Corp. Southern Texas utility	25	†0.72	32	2.3
Hubinger Co. Corn refining	12	1.30	31	4.2
Hudson Pulp & Paper Corp., Class A Pulp, paper and paper products	10	1.26	22 1/2	5.6
Huntington National Bank of Columbus (Ohio)	49	1.80	66 1/2	2.7
Huston (Tom) Peanut Co. Confection and food products	24	2.40	67 1/4	3.6
Huyck, Corp. Manufactures papermakers' felts, industrial fabrics, precision instruments and control devices	54	0.48	16 1/2	2.9
Idaho First Natl. Bk. (Boise)	28	1.25	38	3.3
Imperial Sugar Co. Sugar refining	23	3.00	42	7.1
Indiana Gas & Chemical Co. Coke	10	1.00	30	3.3
Indiana Gas & Water Co., Inc. Natural gas and water utility	15	†0.98	24 1/2	4.0
Indiana National Bank of Indianapolis	96	2.90	74 1/2	3.9
Indianapolis Water Co. Operating water utility	49	b1.15	25 1/4	4.6
Industrial Bank of Commerce (New York)	26	†1.98	42	4.7
Industrial Mortgage & Trust Co. (Ontario) Savings, trust and mortgages	*34	6.50	117	5.6
Industrial Natl. Bank (Prov.)	a169	1.85	45 3/4	4.0
Insurance Co. of the State of Pennsylvania Diversified insurance	41	1.60	44	3.6
INTER-COUNTY TITLE GUARANTY & MORTGAGE CO. Title insurance • See Company's advertisement on page 39.	13	d0.50	13	3.8
Inter-Mountain Telephone Company Operating public utility	35	0.80	16 5/8	4.8
Inter-Ocean Reinsurance Co. Reinsurance—multiple lines	39	1.65	60	2.8
International Textbook Co. Printing, publishing and home study schools	10	3.00	49	6.1
Interstate Bakeries Corp. Wholesale bread and cake bakeries	14	1.60	32 1/4	5.0
Interstate Financial Corp. Small loans	20	0.80	12 1/4	6.5
Interstate Hosts, Inc. Restaurant chain	17	†0.29	34	0.9
Interstate Motor Freight System Common motor carrier	12	0.60	7 1/8	8.4
Interstate Securities Co. Automobile financing and consumer loans	34	1.00	13 3/8	7.5
Iowa Public Service Co. Electricity, natural gas, steam & water	22	0.80	18 1/2	4.3

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.
a Including predecessors.
b Plus one share of 111 Realty Corp. for each 10 shares held.
d Plus 3% stock dividend.

Over-Counter Market–National Shopping Center for Securities

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Iowa Southern Utilities Co. Public utility, electric, gas, steam heat	15	1.48	34	4.4
Irving Trust Co. (N. Y.)	55	†1.59	40⅝	3.9
Ivey (J. B.) & Co. Department store chain	30	1.00	16½	6.1
Jacobsen Manufacturing Co. Power lawn mowers	22	0.30	5¾	5.2
Jahn & Ollier Engraving Co. Photo-engraving and offset color positives	28	0.25	4¾	5.3
Jamaica Water Supply Co. Public Utility, water supplier	43	2.20	44½	4.9
Jantzen, Inc. Sportswear manufacturing	20	†0.76	30¾	2.5
Jefferson Standard Life Ins. Life insurance	49	†0.85	44	1.9
Jenkins Bros. Valves	26	2.50	43	5.8
Jersey Insur. Co. of N. Y. Multiple line insurance	a27	1.54	35	4.4
Jersey Mortgage Co. Mortgage banking and real estate	11	3.00	51	5.9
Johnson Service Co. Temperature and air conditioning controls	*26	2.60	108	2.4
Jones & Lamson Machine Co. Turrets; automatic and tracer lathes; thread and form grinders; optical comparators; precision boring machines; die heads and chasers; tape controlled equipment	26	1.00	18	5.6
Joslyn Manufacturing & Supply Co. Electrical and communication pole line equipment	26	2.40	65	3.7
Julian & Kokenge Co. Women's shoes	33	1.50	38	3.9
Kahler Corp. Hotels, restaurant and laundry operator	45	1.70	24	7.1
Kansas City Fire & Marine Insurance Co. Multiple-line insurance	26	1.25	36¾	3.4
Kansas City Life Ins. Co. Non-participating life	*37	10.00	1,360	0.7
Kansas City Structural Steel Buildings, bridges and tanks	13	0.50	14	3.6
Kansas City Title Insurance Company Title insurance, abstracts, escrow	21	2.50	60	4.2

Over-The-Counter Consecutive Cash Dividend Payers From 5 to 10 Years Appear in the Second Table Starting on Page 47.

Kansas-Neb. Natural Gas Co. Natural gas production, transmission and distribution	24	†1.18	25⅛	4.7
Kendall Refining Co. Producing, refining and marketing of petroleum and its products	59	1.40	21¾	6.4
Kennametal Inc. Hard carbide compositions, cutting tools and specialties	18	1.60	30	5.3
Kent-Moore Organization Special service tools & equipment	13	†0.99	22½	4.4
Kentucky Stone Co. Crushed stone	18	†2.43	50	4.9
Kentucky Utilities Co. Electricity supplier	22	1.60	37⅜	4.3
Kerite (The) Company Manufacture insulated wire and cable	29	1.50	21¾	6.9
Keyes Fibre Co. Manufacturer of molded pulp and fibrous plastic articles	11	†0.63	15⅜	4.1
Keystone Portland Cement Co. Manufactures cement	11	1.90	26¼	7.2
Kings County Trust Company, Brooklyn, N. Y.	71	4.40	107	4.1
Kingsport Press, Inc. Book manufacturing	17	†0.79	33¼	2.4
Kirsch Company Manufacture venetian blinds, drapery hardware and refrigeration hardware	14	†0.93	19	4.9
Kittanning Telephone Co. Communication	43	1.40	24½	5.7
Knudsen Creamery Co. of California Wholesale dairy products	21	†1.19	18½	6.4
Koehring Co. Earth moving and construction equipment	20	0.60	8⅞	6.9
Kuhlman Electric Co. Manufacturer transformers, metal melting furnaces, fabricate aluminum products and packaging	15	0.80	10¾	7.4
Kuppenheimer (B.) & Co., Inc. Manufacturer of men's clothing	20	1.00	25	4.0
La Salle Natl. Bk. (Chicago)	13	3.00	104	2.9
Laclede Steel Co. Basic steel manufacturer	50	8.00	179	4.5
Lake Superior Dist. Pwr. Co. Public utility (electric and water)	25	1.28	25⅞	4.9

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.
a Including predecessors.

Continued on page 36

Jones Named by Keystone Funds

BOSTON, Mass. — Thomas C. Jones has been named manager of the investing department of Keystone Custodian Funds, Inc., 50 Congress Street, it has been announced by Ora C. Roehl, Executive Vice-President. In his new capacity, Mr. Jones will be in charge of all security sales and purchases for Keystone's 11 mutual funds. He has been with Keystone since 1938. He was manager of the order department and a research associate before transferring to the investing department in 1953. In his new post he succeeds Arvid H. Monsen, who will become an assistant to the head of Keystone's operating department.

Finkle & Co. to Form

Finkle & Co., members of the New York Stock Exchange has been formed with offices at 70 Wall St. Partners will be David Finkle, S. Marcus Finkle, a member of the Exchange, and Sidney D. Cohn. All are partners in Finkle, Seskis & Wohlsetter, which has been dissolved.

To Be Norman Roberts Partner

SAN DIEGO, Calif.—On April 6, Domingo A. Bonet became a partner in Norman C. Roberts Co., 625 Broadway, members of the New York Stock Exchange.

Amott, Baker Officers

Amott, Baker & Co., Inc., 150 Broadway, New York City, members of the New York and American Stock Exchanges, have elected Jeremy J. Amott and Gerard Tarpey, Assistant Vice-Presidents.

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	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Lake Superior & Ishpeming Railroad Co. — Operating railroad	37	1.60	26	6.2
Lake View Trust & Savings Bank (Chicago)	*41	1.60	125	1.3
Lamston (M. H.) Inc. — Variety store chain	17	0.50	10	5.0
Lang & Co. — Wholesale grocery, beer distributing and investments	22	0.50	6¼	8.0
Langendorf United Bakeries — West Coast baker	23	1.35	28¼	4.8
Latrobe Steel — High speed, tool and die, stainless steels	23	1.00	15½	6.5
Lau Blower Co. — Manufacture of air moving equip.	26	0.40	5¼	7.6
Lee (H. D.) Co. Inc. — Mfr. of work, utility and play clothing	28	0.95	19½	4.8
Leece-Neville Co. — Starting-light equipment for autos and aircraft	38	0.50	9½	5.3
Liberty Bk. of Buffalo (N.Y.)	16	1.55	45½	3.4
Liberty Life Insur. Co. Voting — Non-participating	19	0.20	15½	1.3
Liberty Loan Corp. — Consumer credit	26	1.20	32½	3.7
Liberty Natl. Bank & Trust Co. of Louisville	20	2.50	59	4.2
Liberty Natl. Bank & Trust Co. of Oklahoma City	26	1.00	38	2.6
Liberty National Life Insurance Co. — Life insurance	29	0.30	59¾	0.5
Life & Casualty Ins. of Tenn. — Life, accident and health	25	†0.59	16⅛	3.7
Lincoln National Bank & Trust Co. of Central N. Y.	a27	1.65	42	3.9
Lincoln Natl. Bank & Trust Co. of Fort Wayne	21	2.80	85	3.3
Lincoln Natl. Life Ins. Co. — Life insurance	42	2.00	228	0.9
Lincoln Rochester Trust Co. (Rochester)	25	†2.58	70	3.7

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.
a Including predecessors.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Lincoln Square Building Co. — Springfield, Ill. real estate	27	10.00	93	10.8
Lincoln Telephone & Telegraph Co. — Operating public utility	33	2.60	64	4.1
Loblaw Inc. — Grocery chain	24	0.33	14½	2.3
Lock Joint Pipe Co. — Water and sewer pipe	25	0.85	24¾	3.4
Loft Candy Co. — Leader in the candy field	19	0.20	4	5.0
Lone Star Brewing Co. — Lager beer	16	2.25	36	6.3
Longhorn Portland Cement — Manufacturer of Portland Cement	24	2.00	26¼	7.6
Lorain Telephone Co. — Operating public utility	a65	1.40	32	4.4
Louisiana State Rice Milling Co. — Rice and by-products	21	0.60	22	2.7
Louisville Title Co. — Title insurance on real estate	25	1.35	26¼	5.1
Louisville Trust Co. (Ky.)	18	1.65	42	3.9
Lucky Stores, Inc. — Retail food chain on Pacific Coast	16	†0.79	20⅜	3.9
Ludlow Corp. — Textiles, paper, plastics and rug cushions	89	2.15	35	6.1
Ludlow Typograph Co. — Typesetting equipment	16	1.00	15¼	6.6
Luminator-Harrison, Inc. — Automotive & electrical products	15	0.80	14¼	5.6
Lynchburg Foundry Co. — Cast iron products	22	1.00	20	5.0
Lynchburg Gas Co. — Natural gas supplier	18	1.08	26	4.2
Lynn Electric Corp. — Operating public utility	54	1.90	38	5.0
Lyon Metal Products, Inc. — Fabricated steel products	24	2.00	35	5.7
Macco Corp. — Heavy construction and four subsidiaries	13	0.60	13⅝	4.4
Macwhyte Co. — Wire, rope, cables	26	1.75	26	6.7
Mading Drug Stores Co. — Houston drug chain	15	0.60	7¼	8.3
Madison Gas & Electric Co. — Public utility, gas and electric	52	†1.00	29½	3.4
Magor Car Corp. — Railroad rolling stock	25	1.75	24	7.3

† Adjusted for stock dividends, splits, etc.
a Including predecessors.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Mahon (R. C.) Co. — Fabricated structural steel and sheet metal products	25	0.50	11	4.5
Manufacturers Life Insur. Co. — Life insurance	*52	3.25	250	1.3
Manufacturers National Bank of Detroit	22	2.00	50¼	4.0
Manufacturers & Traders Trust Co. (Buffalo, N. Y.)	74	1.20	27½	4.4
Manufacturers Trust (N. Y.)	52	2.40	60¼	4.0
Market Basket (Los Ang.) — Retail market chain	22	†0.99	28	3.5
Marlin-Rockwell Corp. — Mfr. ball and roller bearings	37	1.20	19⅝	6.1
Marmon-Herrington Co. Inc. — Heavy duty trucks, mining equipment and supplies	11	0.60	9	6.7
Marsh Steel & Aluminum Co. — Metal products	10	0.38	4¼	8.9
Marshall-Wells Co. — Manufactures and wholesales hardware and kindred lines	*16	5.50	337	1.6
Maryland Casualty Co. — Multiple-line insurance	13	1.50	36¾	4.1
Maryland Credit Finance Corp. — Auto financing	14	1.35	28	4.8
Maryland Shipbuilding & Drydock Co. — Ship construction, conversion, repairs and manufacturer of industrial products	27	1.25	23¾	5.3
Massachusetts Bonding & Insurance Co. — Diversified insurance	25	2.10	40	5.3
Massachusetts Protective Association, Inc. — Accident and sickness insurance	28	1.60	70	2.3
Massachusetts Real Estate Co. — Real estate	26	4.75	115	4.1
Mastic Corp. — Imprinted brick and insulating siding	21	0.25	8	3.1
Mathews Conveyor Co. — Conveying equipment	15	†0.96	19	5.1
Matthiessen & Hegeler Zinc Co. — Zinc smelting and rolling. Manufacturers of sulphuric acid and ammonium sulphate	15	†0.67	22½	3.0
Maxson (W. L.) Corp. — Electronic equipment	12	0.20	11⅞	1.7

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

Firm Name Now Blanchett, Hinton, Jones & Granat

SEATTLE, Wash.—The firm name of Blanchett, Hinton & Jones, Inc., 1411 Fourth Avenue Building, has been changed to Blanchett, Hinton, Jones & Granat, Inc.

Mr. Granat who joined the firm in August, 1954, became manager of the trading department and was elected a Vice-President in 1958.

The officers of the corporation are the same as they were prior to the corporate name change. Frederic J. Blanchett remains as President; Donald W. Hinton, Vice-President and Treasurer; Jack E. Jones, Vice-President and Secretary, and Frank Granat, Jr., Vice-President, Trading.

Named Director

Edde K. Hays of Chicago, Ill., was elected a Director of Texas National Petroleum Co. at the annual share owners meeting held Tuesday in Houston, Ralph A. Johnston, Chairman of the Board, announced.

Mr. Hays is a general partner of the investment banking firm of Dean Witter & Co. He is a Director of National Propane Corp. and Howard Industries Inc., and is Governor of the Investment Bankers Association of America.

Newfield & Schwartz Open

(Special to The Financial Chronicle)

LOS ANGELES, Calif.—Frank I. Newfield and J. J. Schwartz have formed a partnership to engage in a securities business from offices at 400 South Western Ave.

C. A. Roberts Opens

Charles A. Roberts is engaging in a securities business from offices at 141 West Seventeenth Street, New York City.

Over-Counter Market–National Shopping Center for Securities

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Mayer (Oscar) & Co., Inc. Meat and meat processing	25	1.00	39	2.6
McCloud River Lumber Co. Western softwood lumber	26	4.00	92½	4.3
McCormick & Co. Inc. Manufacturers & distributors of spices, extracts, tea, etc.	37	1.50	41	3.7
McNeil Machine & Engineering Co. Tire curing presses, industrial machinery, lubrication equipment	10	1.00	33¼	3.0
Meadville Telephone Co. Operating public utility	37	2.00	32¾	6.1
Medford Corp. Lumber manufacturer	21	10.00	220	4.5
Mellon Natl. Bank & Trust	a66	†3.98	162	2.5
Melrose Hotel Co. Dallas residential and transient hotel	29	2.00	38	5.3
Mercantile National Bank of Chicago	25	2.00	46	4.3
Mercantile National Bank at Dallas	26	1.28	33½	3.8
Mercantile-Safe Deposit and Trust Co. (Baltimore)	93	5.00	108	4.6
Mercantile Trust (St. Louis)	59	†1.73	43	4.0
Merchandise National Bank of Chicago	27	†0.97	35	2.8
Merchants Acceptance Corp. Small loans and general financing	24	1.80	26½	6.8
Merchants Fire Assur. Corp.	49	1.40	36½	3.8

a Including predecessors.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Merchants and Manufacturers Insurance Co. of N. Y. Fire, marine, allied lines and multiple peril insurance coverages	25	0.65	14¾	4.4
Merchants National Bank of Boston	130	†1.83	48½	3.8
Merchants National Bank in Chicago	23	1.50	50	3.0
Merchants National Bank of Mobile	60	†1.70	45	3.8
Merchants National Bank & Trust Co. (Indianapolis)	*36	0.80	40	2.0
Merchants National Bank & Trust Co. of Syracuse	21	1.60	48	3.3
Meredith Publishing Co. Publishing and radio and television broadcasting	33	1.80	43¼	4.2
Messenger Corp. Manufacture and sales of funeral director service, religious calendars and greeting cards	25	0.60	12½	4.8
Metropolitan Storage Warehouse Co. General warehouse	42	3.50	30	11.7
Meyercord Co. Decalcomanias	20	0.25	10¼	2.4
Michigan Gas & Electric Co. Electric and gas utility	16	†1.94	82	2.4
Mich. Natl. Bank (Lansing)	20	1.00	32½	3.1
Michigan Seamless Tube Co. Steel tubing	22	1.00	22¼	4.5
Middle States Telephone Co. of Illinois Telephone service	22	†0.77	29	2.7
Middlesex County Natl. Bank (Mass.)	25	2.50	50	5.0
Middlesex Water Co. Operating public utility	48	1.00	19	5.3

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Midwest Rubber Reclaiming Mfrs. of reclaimed rubber	24	1.25	18½	6.8
Miles Laboratories, Inc. Alka Seltzer	67	1.50	74½	2.0
Miller Mfg. Co. Tools for auto and engine repair	19	0.40	7⅞	5.1
Miller & Rhoads, Inc. Richmond (Va.) department store	42	1.20	21	5.7
Millers Falls Co. Tools	*24	†0.56	16	3.5
Minneapolis Gas Co. Natural gas distributor	a42	1.55	35	4.4
Mississippi Glass Co. Rolled glass, wire glass, etc.	14	2.00	26½	7.5
Mississippi Shipping Co. Steamship operators	36	f1.00	12⅛	8.2
Mississippi Valley Barge Line Co. Commercial carrier; freight on rivers	19	0.80	9½	8.4
Missouri-Kansas Pipe Line Holding company	21	3.60	105	3.4
Missouri Utilities Electricity and natural gas	19	1.38	29¼	4.7
Mobile Gas Service Corp. Operating public utility	16	1.10	26	4.2
Mohawk Petroleum Corp. Oil production	16	0.40	28	1.4
Mohawk Rubber Co. Rubber mfg.; tires, tubes, camelback and repair materials	19	†0.96	19¾	4.9
Monarch Mills Sheetings and print cloths	28	1.20	34	3.5
Montana Flour Mills Co. Flour and feeds	21	0.90	18½	4.9
Monumental Life Ins. (Balt.) Life insurance	33	1.20	58½	2.1

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.
a Including predecessors.
f Plus one share of Lykes Bros. SS common for each 60 shares held.

Continued on page 38

Treasury Market Data Available On Weekly Basis

The first of a new set of weekly releases on the government securities market, developed under a joint Federal Reserve System-Treasury Department program, was issued March 30 at the Federal Reserve Bank of New York. The Bank will now publish composite closing bid-and-ask prices for U. S. Government securities daily, and each Thursday at 4 p.m. will release weekly statistics on the volume of transactions, positions, and financing of government securities dealers.

The new statistics program should make possible a wider and better understanding of the operations of this market, which, in turn, should contribute to the effective functioning of the government securities and related markets.

The initial releases included a compilation of the gross volume of dealer transactions, weekly from September, 1960, through March 29, 1961, and total dealer positions and financing from September through March 1, 1961. According to these new statistics the daily average volume of gross dealer transactions in recent weeks has fluctuated between about $1.2 billion and $1.7 billion. During the first week of March total dealer inventories averaged about $2.6 billion, with securities maturing in less than one year accounting for $1.9 billion of this total. Dealers obtained about two-fifths of the funds needed to carry these inventories from commercial banks and a similar proportion from business corporations. The remainder was supplied by the Federal Reserve System and other elnders.

Inquiries about these new statistics or requests to be put on the mailing list to receive the new releases should be addressed to:

Market Statistics Department
Federal Reserve Bank of N. Y.
New York 45, New York

Over-Counter Market–National Shopping Center for Securities

Continued from page 37

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Moore Drop Forging Co. Light machining & drop forgings	24	0.80	12¾	6.3
Moore-Handley Hardware Hardware wholesaler	14	0.60	7¾	7.7
Morgan Engineering Co. Produces mills, cranes, etc.	14	1.20	15	8.0
Morgan Guaranty Trust Co.	a69	4.40	102¼	4.3
Morris Plan Co. of California Industrial loan company	36	2.00	41	4.9
Morrison-Knudsen Co., Inc. General contractors, heavy construction	22	1.90	31¼	6.1
Mosinee Paper Mills Co. Sulphate pulp and paper	21	1.60	35	4.6
Motor Finance Corp. Auto financing and insurance	36	4.00	83	4.8
Murray Co. of Texas Cottonseed oil	16	†1.05	20¼	5.2
Mystic Valley Gas Co. Natural gas distributor	66	1.90	40	4.8
Nalco Chemical Co. Water and petroleum treatments and industrial chemicals	33	†1.00	51	2.0
National American Bank of New Orleans	35	†1.75	38	4.6
National Bank of Commerce of Houston	39	†2.94	143	2.1
National Bank of Commerce in Memphis	22	2.00	58¾	3.4
National Bank of Commerce in New Orleans	27	†1.07	30	3.6
National Bank of Commerce of Norfolk	72	3.05	56	5.4
National Bank of Commerce of San Antonio	59	1.60	53½	3.0
National Bank of Detroit	28	2.00	61½	3.3
National Bank of Toledo (Ohio)	21	1.80	57	3.2
National Bank of Tulsa	17	†0.99	35¾	2.8
National Bank of Washington (Tacoma)	55	2.00	49	4.1
National Casualty Co. Accident, health, casualty insur.	28	2.00	62½	3.2

† Adjusted for stock dividends, splits, etc.
a Including predecessors.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Natl. City Bank of Cleveland	25	†2.34	91	2.6
National Commercial Bank & Trust Co. (Albany, N. Y.)	106	1.40	45½	3.7
Natl. Fire Ins. Co. of Hartf'd Diversified insurance	90	2.00	127	1.6
National Food Products Corp. Holding company; chain food stores	21	0.80	14½	5.5
National Gas & Oil Corp. Natural gas and Pennsylvania grade crude oil	11	1.20	19½	6.2
National Life & Accident Insurance Co. (Nashville) Life, accident and health	58	0.60	114	0.5
National Lock Co. Mortise locks	20	0.60	12	5.0
National Newark & Essex Banking Co. (Newark)	156	3.00	72¼	4.2
National Oats Co. Cereals, animal feeds	35	0.60	12½	4.8
National Reserve Life Insurance Co. Participating and nonparticipating	18	0.60	155	0.4
National Screw & Mfg. Co. Screws, bolts and nuts	71	†2.48	46	5.4
Natl. Shawmut Bk. (Boston)	*64	2.40	53½	4.5
National State Bk. (Newark)	149	2.60	68½	3.8
National Tank Co. Manufactures and sells oil field equipment	14	1.20	21½	5.6
National Terminals Corp. Midwest storage facilities	17	1.00	16¾	6.0
National Union Fire Insur. Diversified insurance	26	2.05	40¾	5.0
Nazareth Cement Co. Pennsylvania producer	16	1.60	24	6.7
New Amsterdam Casualty Diversified insurance	24	2.00	64	3.1
New Britain Gas Light Co. Public utility, gas distribution	102	2.00	42	4.8
New Britain Machine Machine tools	26	1.00	17½	5.7
New England Gas & Electric Association Owning investments in several operating utility companies	14	1.16	24¾	4.7
New England Lime Co. Lime products	14	0.80	44½	1.8
New Hampshire Insurance Co. All insurance lines except life	92	†2.12	52¾	4.0
New Haven Gas Co. Operating public utility in Conn.	111	2.00	39½	5.1

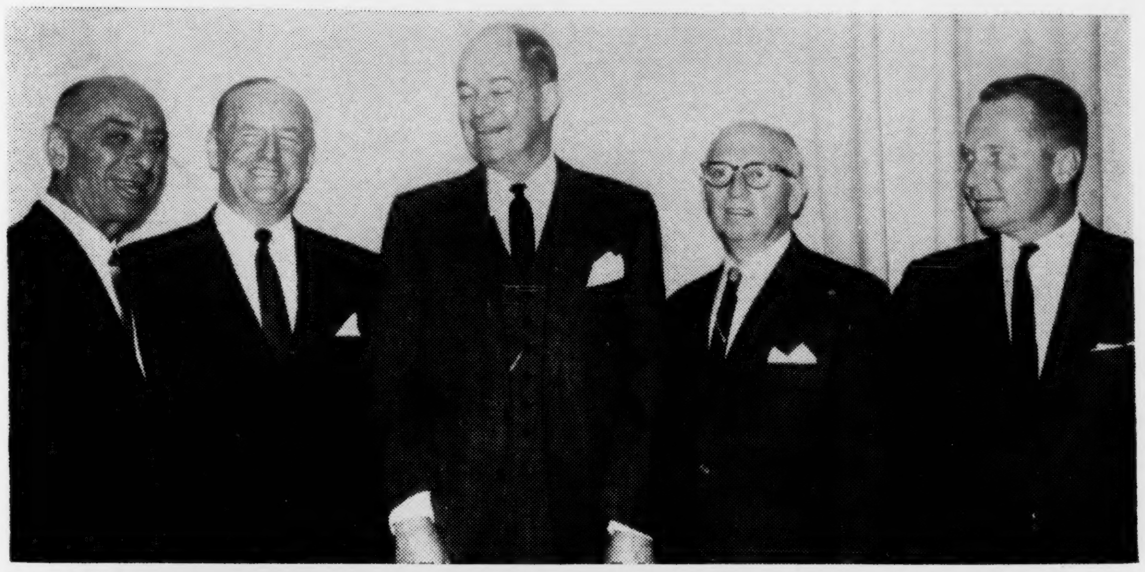
* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
New Haven Water Co. Operating public utility in Conn.	82	3.40	67½	5.0
New Jersey Bank & Trust Co. (Clifton, N. J.)	a92	1.60	32¾	4.9
New Jersey Natural Gas Co. Natural gas distributor	11	†0.88	28½	3.1
New York Fire Insurance Co. Fire, marine, multiple peril insurance, and allied lines	28	1.50	31½	4.8
New Yorker Magazine Publishes "The New Yorker"	32	4.30	115	3.7
Newport Electric Corp. Rhode Island utility	22	1.15	24¾	4.6
Nicholson File Co. Manufactures files, rasps & saws	89	1.30	21¾	6.0
No-Sag Spring Co. Furniture and bedding springs	24	0.50	11¼	4.4
Norfolk County Trust Co. (Brookline, Mass.)	24	2.50	54	4.6
North American Life Insurance Co. of Chicago Life, accident & health	21	0.20	15	1.3
North American Refractories Fire brick & refractory materials	14	1.85	20	9.3
North Carolina National Bank Charlotte, N. C.	25	‡1.00	29	3.4
North & Judd Mfg. Co. Manufacturing variety of hardware	98	†1.00	14	7.1
North Penn Gas Co. Natural gas public utility	11	0.65	12¾	5.1
North River Insurance Co. Diversified insurance	123	1.70	42¼	4.0
North Shore Gas Co. (Ill.) Retail distributor of natural gas	18	1.10	32¾	3.4
Northeastern Ins. of Hartford Reinsurance	15	0.33	12¾	2.6
Northeastern Pennsylvania Natl. Bank & Trust Co.	a98	2.50	49½	5.1
Northern Engineering Works Cranes and hoists	*21	0.60	8¾	6.9
Northern Insurance (N. Y.) Diversified insurance	51	1.50	42¼	3.6
Northern Life Insurance Co. Life, accident and health	49	2.00	133	1.5
Northern Ohio Telephone Co. Operating public utility	34	1.90	65	2.9
Northern Trust Co. (Chicago)	66	†2.55	116½	2.2

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.
‡ Current dividend rate is indicated.
a Including predecessors.

Continued on page 39

New York Security Dealers Association

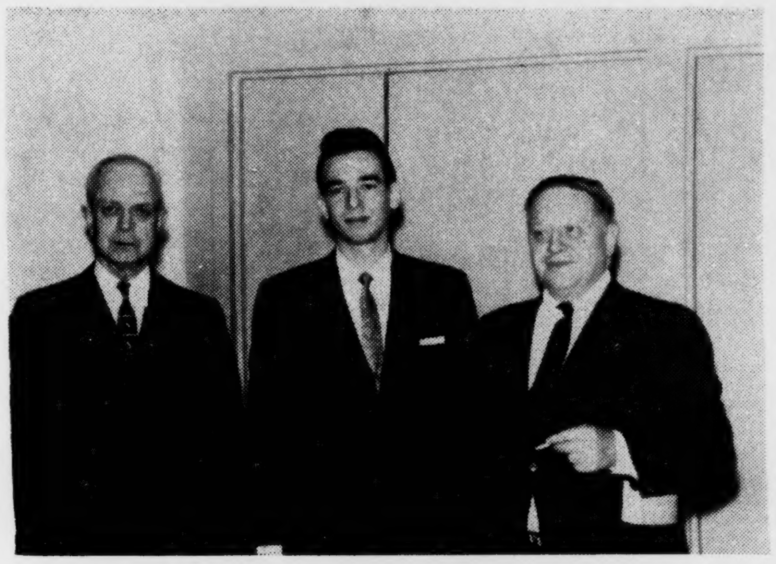


Louis J. Lefkowitz, Attorney General, New York State; Frank Dunne, *Dunne & Co.;* Keith McHugh Commissioner of Commerce, State of New York; Sam Weinberg, *Weinberg, Grossman & Co., Inc.;* Craig Severance, *F. Eberstadt & Co.*

George Searight, *Searight, Ahalt & O'Connor, Inc.;* Eugene Statter, *Mabon & Co.;* Edward T. McCormick, President, *American Stock Exchange;* David Morris, *David Morris & Co.;* George E. Rieber, *National Association of Securities Dealers*

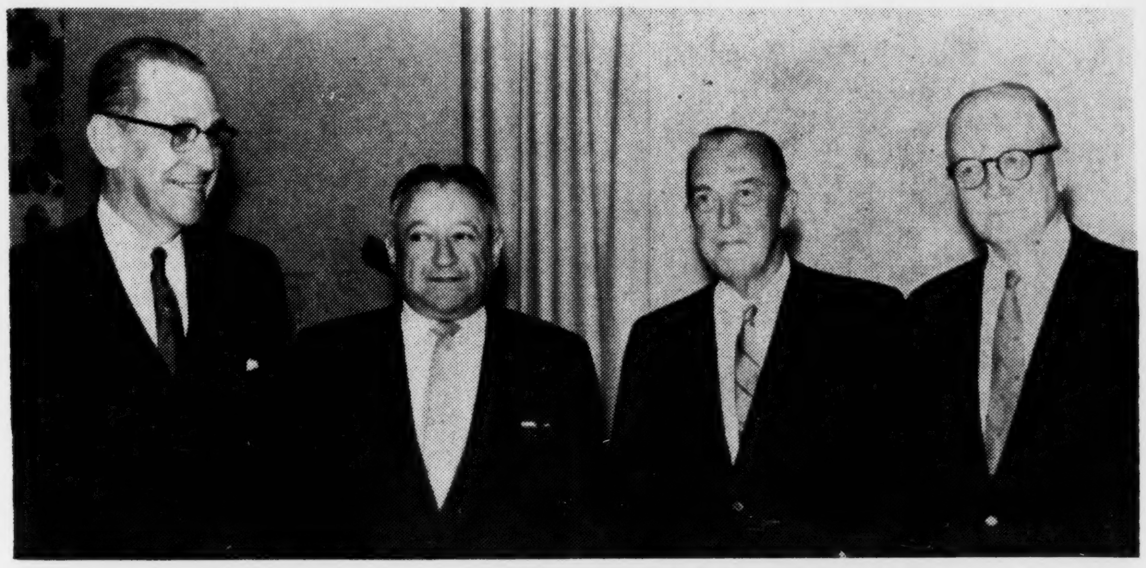
Warren Elges, *A. M. Kidder & Co., Inc.;* Charles Weil, *Joseph Walker & Sons;* Henry Jeret, *Herzog, Farber & McKenna*

Andrew Coll, *John J. O'Kane, Jr. & Co.;* James Thompson, *Hirsch & Co.;* Richard Rosenthal, *Ira Haupt & Co.*

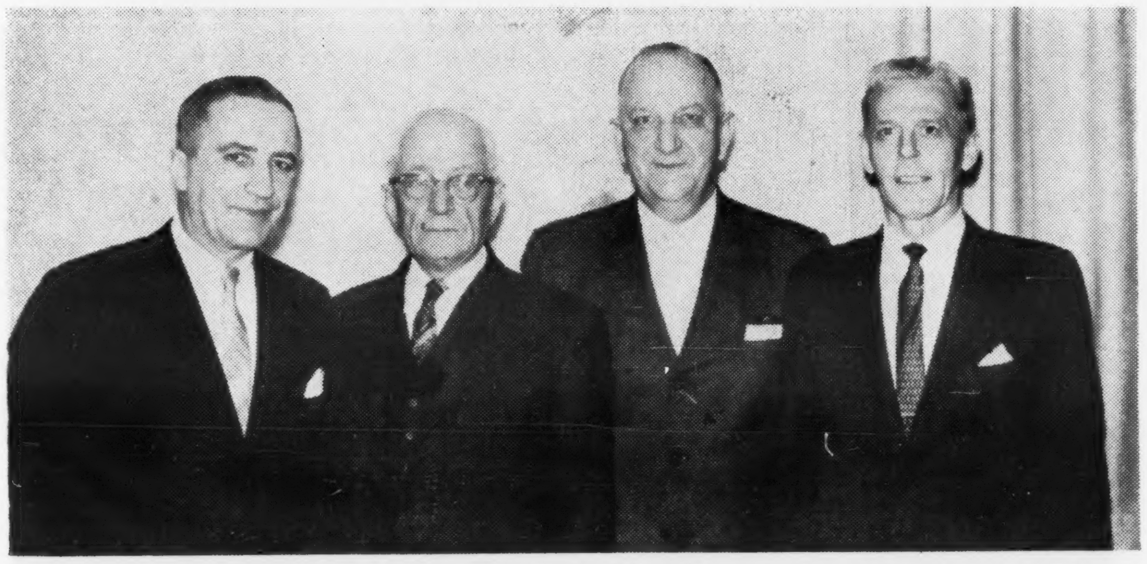


William F. Moss, *National Quotation Bureau, Inc.;* Robert J. Kurz, *Hirsch & Co.;* Bill McGivney, *Hirsch & Co.*

Charles A. Bodie, Jr., *Stein Bros. & Boyce* (Baltimore); Martin Davis, *S. D. Fuller & Co.;* John R. Stein, *Wm. V. Frankel & Co. Incorporated;* Walter M. Wall, *Merrill Lynch, Pierce, Fenner & Smith Incorporated*



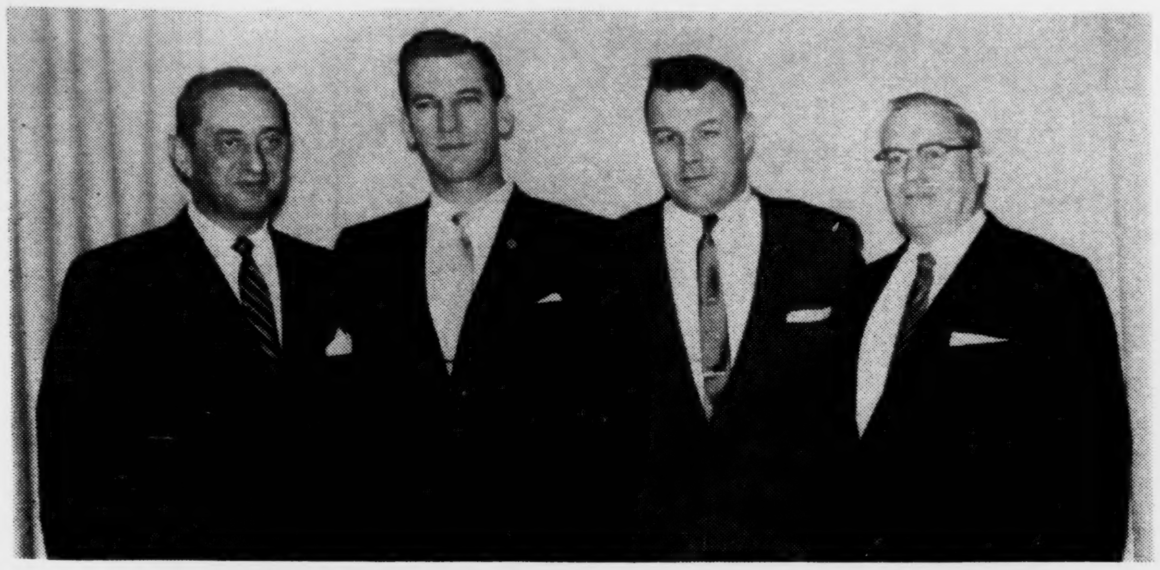
Louis E. Walker, *National Quotation Bureau, Inc.;* Samuel E. Magid, *Hill, Thompson & Co., Inc.;* Arthur G. Bisgood, *Registrar & Transfer Co.;* Howard C. Allen, *Albert Frank-Guenther Law, Inc.*



Norman Weltman, *Schweickart & Co.;* Wilfred N. Day, *Chas. A. Day & Co., Inc.* (Boston); "Hoy" Meyer, *Schweickart & Co.;* Bert Pike, *Troster, Singer & Co.*

Martin J. Cunnane, guest; Jack Bills, guest; Edward J. Enright, Executive Secretary, *New York Security Dealers Association;* James P. Dougherty, *RCA;* Joseph M. Rinaldi, *H. D. Knox & Co., Inc.* (Boston)

35th Annual Dinner



Barney Nieman, *Carl Marks & Co., Inc.;* Willard F. Rice, *Eastman Dillon, Union Securities & Co.* (Philadelphia); John S. Barker, *Lee Higginson Corp.;* Elbridge Smith, *Stryker & Brown*

Jim Mundy, *Suplee, Yeatman, Mosley Co., Incorporated* (Philadelphia); Al Tisch, *Fitzgerald & Co.;* Joseph E. Smith, *Newburger & Co.* (Philadelphia); Nathan A. Krumholz, *Ogden, Wechsler & Krumholz;* D. Raymond Kenney, *D. Raymond Kenney & Co.*

Edwin L. Beck, *Commercial & Financial Chronicle;* George J. Bergen, *National Association of Securities Dealers;* Herb S. Sheidy, *National Association of Securities Dealers*

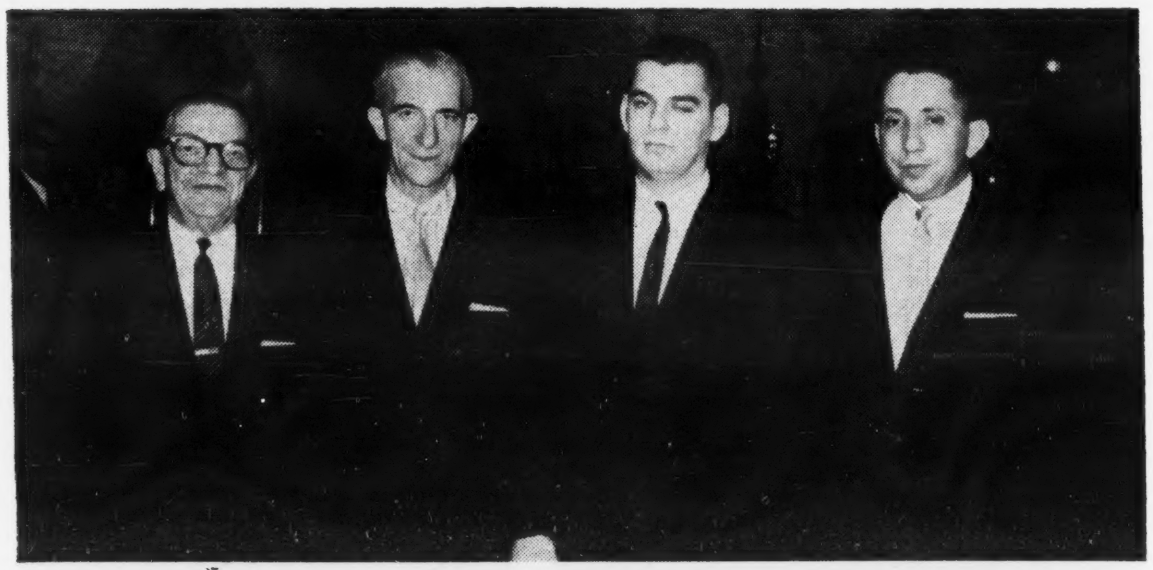
Elmer E. Myers, *Sandkuhl & Co., Inc.* (Newark, N. J.); Henry Sandkuhl, *Sandkuhl & Co., Inc.* (Newark, N. J.); Stephen M. Smith, *Arden Perin & Co., Inc.* (Washington, D. C.)

John H. Robinette III, *Robinette & Co., Inc.* (Baltimore); B. Russell Atwood, *Atlantic Equities Co.* (Washington, D. C.); Conrad A. Lippmann, *Investment Securities Co. of Maryland* (Baltimore)

Walter L. Filkins, *Troster, Singer & Co.;* Milton Pauley, *Troster, Singer & Co.;* Vincent Shea, *Glore, Forgan & Co.;* Ira U. Cobleigh, Economist, *Commercial & Financial Chronicle*

Irving A. Greene, *Greene and Company;* Charles D. Runyan, *Commercial Bank of North America;* W. H. Greenhagen, *Commercial Bank of North America*

Tom Davis, *Registrar & Transfer Co.;* Ben O'Connor, *Registrar & Transfer Co.;* Fred Magnus, *Godfrey, Hamilton, Magnus & Co., Inc.;* Gardner Small, *Registrar & Transfer Co.*



Harry D. Casper, *Sidney Jacobs & Co.;* Joe Markman, *Newburger & Co.* (Philadelphia); John Peracchio, *Estabrook & Co.;* Jerome Grossman, *S. Weinberg, Grossman & Co., Inc.*

April 7, 1961

John C. Reilly, *G. H. Walker & Co.;* Frank J. Ronan, *New York Hanseatic Corp.;* Robert N. Kullman, *John J. O'Kane, Jr. & Co.;* "Duke" Hunter, *Wellington Hunter Associates* (Jersey City, N. J.)

Meyer Willett, *Burnham and Company;* J. Truman Bidwell, Vice-Chairman, *New York Stock Exchange;* Bill Moran, *Securities & Exchange Commission;* Maurice Hart, *New York Hanseatic Corp.*

Sidney Tager, *Tager Company;* Ralph Tager, *Tager Company;* Ted Young, *New York Hanseatic Corporation*

Joe Shields, *Swarthout & Kemmerer, Inc.;* Gregory R. Falk, *Greene and Company;* Don Glenn, *Greene and Company*

Sidney A. Siegel, *Sidney A. Siegel Co., Inc.;* Richard Abbe, *Shearson, Hammill & Co.*

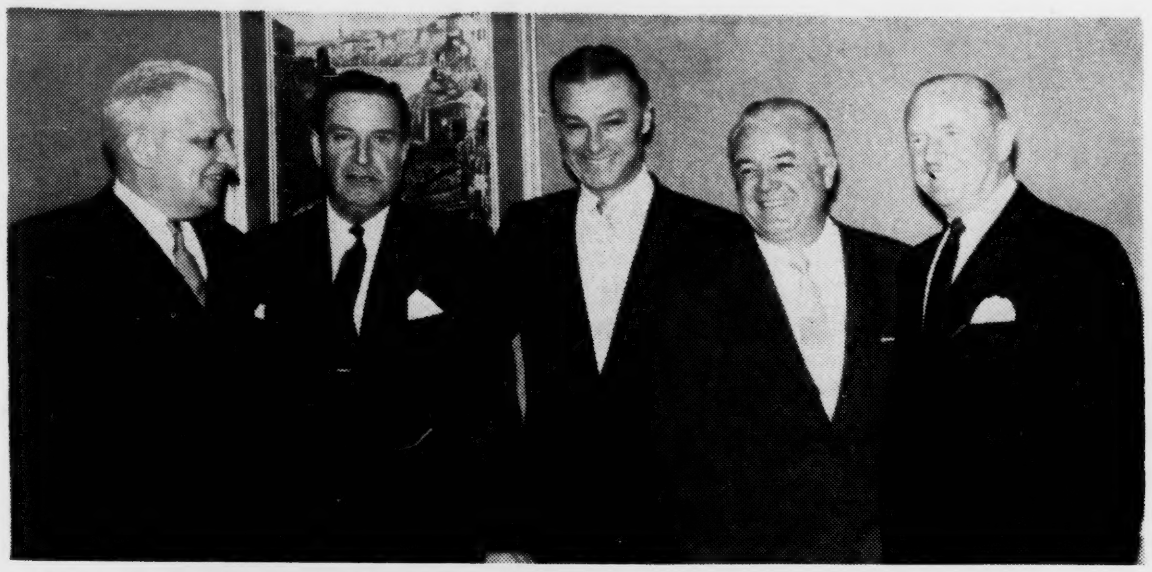
Ed Schaefer, *H. D. Knox & Co., Inc.;* Jules Golden, *Greene and Company;* Gerald F. X. Kane, *Gerald F. X. Kane & Co.;* Anton Spacek, *H. D. Knox & Co., Inc.;* Joseph M. Rinaldi, *H. D. Knox & Co., Inc.* (Boston)

Harry Orloff, *Troster, Singer & Co.;* Louis Volkomer, *Interstate Securities Corporation;* Tim Simmons, *Erdman & Co.;* Ernest Lienhard, *Troster, Singer & Co.;* Irving Stein, *M. S. Wien & Co.* (Jersey City, N. J.)

Lester Frenkel, *Gersten & Frenkel;* Joe Mangeat, *Orvis Bros. & Co.;* Lamar Tuzo, *F. S. Moseley & Co.;* Lou Roth, *Chase Manhattan Bank*

Tom Callahan, *Gersten & Frenkel;* Anthony R. Marino, *A. G. Becker & Co., Incorporated;* Mel Ackerman, *Coffin & Burr, Incorporated;* Howard Bruck, *Bache & Co.*

At the Hotel Commodore



Edward N. Gadsby, Commissioner, *Securities & Exchange Commission* (Washington, D. C.); J. Truman Bidwell, Vice-Chairman, *New York Stock Exchange;* John Lamula, *John Lamula Investors, Inc.;* Edward McCormick, President, *American Stock Exchange;* Frank Dunne, *Dunne & Co.*

John R. Dunne, guest; Edward C. Gray, Executive Vice-President, *New York Stock Exchange;* Philip L. Carret, *Chace, Whiteside & Winslow, Inc.;* Frank Dunne, Jr., *Merrill Lynch, Pierce, Fenner & Smith Incorporated;* R. Michael Dunne, *Association of Insurance Administrators;* Roy Kiernan, *Merrill Lynch, Pierce, Fenner & Smith Incorporated*

Ralph De Pasquale, *General Investing Corp.;* Neil Cecconi, *Great Eastern Securities Co.;* Sid Jacobs, *Sidney Jacobs Co.*

Jack Hutton, *Walston & Co., Inc.;* Chet Schneider, *Grace Canadian Securities Inc.;* George Reiss, *Grace Canadian Securities Inc.*

Fred Carter, *De Haven & Townsend, Crouter & Bodine* (Philadelphia); Albert Grey, *Cyrus J. Lawrence & Sons;* Nathan Abell, *Gersten & Frankel*

Arthur Frumkes, *H. M. Frumkes & Co.;* Jules Bean, *Singer, Bean & Mackie, Inc.;* Robert Mackie, Jr., *Singer, Bean & Mackie, Inc.;* John H. Stevenson, *Singer, Bean & Mackie, Inc.;* Sydney Ornstil, *Singer, Bean & Mackie, Inc.*

Ted Friedberg, *Theodore Arrin & Co. Inc.;* Nat Horowitz, *Theodore Arrin & Co. Inc.;* Julie Gladstein, *Omega Securities Corporation;* Ralph Fenimore, *M. S. Wien & Co.* (Jersey City, N. J.); Louis Leibowitz, *M. S. Wien & Co.* (Jersey City, N. J.)

Percy J. Wien, *M. S. Wien & Co.* (Jersey City, N. J.); Stephen S. Wien, *M. S. Wien & Co.* (Jersey City, N. J.); Irving S. Stein, *M. S. Wien & Co.* (Jersey City, N. J.); Al Posner, *Street & Co., Inc.*

Charles Bruggeman, *Dean Witter & Co.;* Jack Jensen, *Eaton & Howard, Incorporated* (Boston); George Streubert, *Sanborn Map Co.;* Richard Shipman, *Richter & Co.*

Over-Counter Market–National Shopping Center for Securities

Continued from page 38

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Northwest Engineering Co., Class A Excavating machinery	25	1.80	27	6.7
Northwest Plastics, Inc. Plastic products	10	0.28	8	3.5
Northwestern National Insurance Co. (Milwaukee) Multiple-line insurance	88	3.00	88	3.4
Northwestern National Life Insurance Co. (Minn.) Life insurance	25	1.80	95	1.9
Northwestern Public Service Electric and gas public utility	14	1.10	24¼	4.5
Northwestern States Portland Cement Co. Mfr. and sale of Portland cement	30	†1.46	60	2.4
Noxzema Chemical Co., Cl. B Distributes "Noxzema" shaving cream and medicated cream	38	1.00	30¼	3.3
Noyes (Charles F.) Co. Real estate	21	6.00	62	9.7
Ohio Casualty Insurance Co. Diversified insurance	39	0.68	24¾	2.7
Ohio Citizens Trust Co. (Toledo)	26	†1.87	55	3.4
Ohio Crankshaft Co. Besides Crankshafts, company manufactures equipment for Diesel and heavy duty engines, and electrical high frequency induction facilities for metal heating purposes	21	1.75	20	8.8
Ohio Forge & Machine Corp. Gears, speed reducers, etc.	25	1.25	39	3.2
Ohio Leather Co. Tannery	30	1.10	17¼	6.4
Ohio State Life Insur. Co. Life, accident and health	*37	†0.40	40	1.0

† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Ohio Water Service Retails treated water; wholesales untreated	25	†1.48	28¼	5.2
Oilgear Co. Hydraulic machinery	*19	†1.30	24½	5.3
Old Ben Coal Corp. Marked coal	14	0.60	17¼	3.5
Old Kent Bank and Trust Co. (Grand Rapids)	25	1.53	42	3.6
Old Line Life Insurance Co. of America Life, accident and health	a49	1.25	63	2.0
Old Republic Life Insurance Company (Chicago) Life, accident and health	a25	0.80	18½	4.3
Olympia Brewing Co. Brewing	26	†0.88	51	1.7
Omaha National Bank	26	2.00	76	2.6
Oneida, Ltd. Manufacture sterling, silverplate and stainless tableware	25	0.88	17½	5.0
Onondaga Pottery Co. China tableware	18	2.00	44	4.5
Orange County Telephone Co. Operating public utility	53	1.60	64	2.5
Orpheum Building Co. San Francisco office-theatre bldg.	23	0.30	4¾	6.3
Osborn Manufacturing Co. Manufacturers of industrial brushes and foundry machinery	37	1.40	24½	5.7
Oshkosh B'Gosh Complete line of work clothing and matched sets	26	1.00	16	6.3
Otter Tail Power Co. Generating and distributing electrical energy	23	1.80	35	5.1
Pacific Car and Foundry Co. Heavy duty trucks, railway refrigerator cars, heavy manufacturing	18	1.50	40½	3.7
Pacific Employers Insurance Co. Multiple line insurance	26	1.00	23½	4.3

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.
a Including predecessors.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Pacific Insurance Co. of New York Multiple line insurance	56	2.40	56	4.3
Pacific Intermountain Express Co. Motor freight; Western States	14	0.73	7½	9.7
Pacific Lumber Co. Planning mill products	25	12.00	310	3.9
Pacific National Bank of Seattle	33	1.00	42	2.4
Pacific Outdoor Advertising Co. Outdoor advertising	10	0.60	12¼	4.9
Pacific Power & Light Co. Public utility (predominantly electric)	14	1.60	41½	3.9
Pacific Vegetable Oil Corp. Foreign trade manufactures vegetable oil and oilseeds	19	0.70	15¼	4.6
Package Machinery Co. Automatic wrapping machines and plastic injection molding machines	43	1.00	13	7.7
Packaging Corp. of America	a28	†0.99	21½	4.6
Pacolet Manufacturing Co. Textile manufacturing	21	9.00	149	6.0
Panama Coca-Cola Bottling Beverage bottling	*32	0.50	8½	5.9
Paragon Electric Co. Class B Automatic time controls	12	†0.32	22	1.5
Park Drop Forge Co. Manufactures die-forged crankshafts & large drop die forgings	51	1.75	20	8.8
Parker-Hannifin Corp. Manufacturer of hydraulic and fluid system components	11	0.74	22¾	3.3
Paterson Parchm't Paper Co. Vegetable parchment, waxed and custom made papers	70	0.45	10¾	4.2
Pearl Brewing Co. Beer producers	22	1.30	21¾	6.0
Peden Iron & Steel Co. Hardware	24	1.50	20¼	7.4

a Including predecessors.
* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

Continued on page 40

N. Y. Cotton Exchange Receives Official Slate

J. Antonio Zalduondo of Orvis Brothers & Co., was nominated for Chairman of the Board of the New York Cotton Exchange, it has been announced by the nominating committee.

Also nominated were: G. Clarke Watson, for Vice-Chairman of the Board, and John M. Williams, for Treasurer.

Nominated for the Board of Managers were: Harry B. Anderson of Merrill Lynch, Pierce, Fenner & Smith Inc., Donald B. Conlin of J. R. Williston & Beane, Tinney C. Figgatt, Joseph J. Gollatz of Geo. H. McFadden & Bro., Joseph Grogan of Hirsch & Co., Joseph Klein of Bache & Co., Frank Knell, William K. Love, Jr., of Anderson, Clayton & Co., W. Gordon McCabe, Jr., of J. P. Stevens & Co., George A. Oberle of Volkart Brothers Co., Fred W. Perutz of Schwabach & Co. Inc., A. C. Purkiss of Walston & Co. Inc., Malcolm J. Rogers, W. Brewster Southworth of Nichols & Co., J. Raymond Stuart of E. F. Hutton & Co., Bert Unobsky of Block & Unobsky, Robert K. Vincent of The Kendall Co., and Charles B. Vose of Kohlmeyer & Co.

With the exception of Messrs. Oberle and Unobsky all are incumbent members of the current Board.

The Exchange will hold its annual election on Monday, June 5, 1961.

Forms Weinberg, O'Donnell

Emile Z. Weinberg and Dalte T. O'Donnell have formed the New York Stock Exchange member firm of E. Z. Weinberg, O'Donnell Co. with offices at 20 Broad St., New York City. Both partners have previously been active as individual floor brokers.

To Be Marcus Partner

Marcus & Co., 61 Broadway, New York City, members of the New York Stock Exchange, on April 6 admitted Paul R. Gebler to partnership. On the same date Mr. Gebler became a member of the New York Stock Exchange.

Over-Counter Market–National Shopping Center for Securities

Continued from page 39

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Peerless Insurance Co. Diversified insurance	47	1.00	22¼	4.5
Pemco Corp Porcelain, enamel and ceramic frits and colors	*17	2.50	52	4.8
Pendleton Tool Industries, Inc. Mechanics hand tools	22	1.00	16	6.3
Penn Controls, Inc. Manufactures automatic electric controls	12	1.20	20¼	5.9
Pennsylvania Engin'g Corp. Steel mills; oil refineries; chemical plants	14	0.75	12¾	5.9
Pennsylvania Gas Co. Operating public utility in Pennsylvania and New York	76	1.20	25	4.8
Penobscot Chemical Fibre Co. Non-Voting Mfr. bleached soda and sulphite woodpulp	14	†0.55	12¾	4.3
Penton Publishing Co. Business and technical journals	12	1.25	23¾	5.3
Peoples National Bank of Washington (Seattle)	33	1.50	83	1.8
Peoples Telephone Corp. (Pa.) Telephone utilities	35	4.00	100	4.0
Pepsi-Cola General Bottlers, Inc. Soft drinks	14	0.60	12½	4.8

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Perfex Corp. Manufacturer of heat transfer products	12	1.00	18	5.6
Perkins Machine & Gear Co. Precision gears	20	0.40	7	5.7
Permanente Cement Co. Cement and gypsum products manufacturer	15	0.70	19¼	3.6
Personal Industrial Bankers, Inc. Consumer finance	21	0.12	2½	4.8
Peter Paul Inc. Popular candies	39	2.00	36½	5.5
Petrolane Gas Service, Inc. Liquefied petroleum gas	25	†0.53	37	1.4
Petroleum Exploration Producing crude petroleum and natural gas	44	3.50	54	6.5
Petrolite Corp. Chemical compounds	30	5.50	145	3.8
Pettibone Mulliken Railroad track equipment, forging and machinery	19	1.00	21½	4.7
Philadelphia Bourse Exhibition and office building	25	1.50	48	3.1
Philadelphia National Bank	117	2.15	44⅞	4.8
Philadelphia Suburban Transportation Co. Transportation of persons by street railway and motor bus	21	0.80	17¾	4.5
Philadelphia Suburban Water Operating public utility	*21	†1.55	59	2.6
Phoenix Insur. (Hartford) Insurance carrier (except life)	88	3.00	83¼	3.6
Pickering Lumber Corp. California, Louisiana and Texas holdings	13	0.30	7⅞	3.8
Pictorial Paper Package Corp. Paper boxes	25	0.60	11⅛	5.4

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Piedmont & Northern Ry. Rail transportation	32	7.00	115	6.1
Pioneer Finance Co. Financing company	23	0.50	19½	2.6
Pioneer Trust & Savings Bank (Chicago)	37	2.50	90	2.8
Pittsburgh National Bank	a94	†1.46	36¼	4.0
Plainfield-Union Water Co. Water utility	66	†1.00	23½	4.3
Plymouth Cordage Co. Manufacture of rope, harvest twines twisted paper products, tacks, eyelets, extruded plastics, plastic reinforced materials, fertilizers, pesticides	103	3.05	58	5.3
Pope & Talbot, Inc. Intercoastal steamship service and West Coast lumber mills	21	1.25	28¾	4.3
Port Huron Sulphite & Paper Lightweight papers	22	†0.95	42	2.3
Porter (H. K.) Co. Inc. (Del.) Manufactures electrical equipment, industrial rubber products, steel and tool steel, copper and alloy metals, refractories, saws and tools, fittings, wire rope and related products	17	1.60	37	4.3
Porter (H. K.), Inc. (Mass.) Mechanics' hand tools, bolt cutters, body and fender repair tools & equipment and hydraulic power tools	*23	0.60	13¼	4.5
Portland Gas Light Co. Public utility (mfrs. gas)	18	0.25	16	1.6
Portland General Electric Electric utility	15	1.23	32½	3.8
Pratt, Read & Co. Piano and organ keyboards, piano actions, piano hardware, small tools, aircraft woodwork	16	1.20	25	4.8

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.
a Including predecessors.

With Coburn & Middlebrook

(Special to THE FINANCIAL CHRONICLE)

BOSTON, Mass.—Yale Goldman, Stanley Sidman and Robert Zeitsiff have joined the staff of Coburn & Middlebrook Inc., 75 Federal St. They were all previously with Copley Investment Corp.

Forms Blumenthal Co.

NORTH HOLLYWOOD, Calif.—Morris M. Blumenthal is engaging in a securities business from offices at 12604 Tiara Street. He was formerly with Samuel B. Franklin & Co.

Jos. Casabona Opens

FLUSHING, N. Y.—Joseph Casabona is conducting a securities business from offices at 157-10 Northern Boulevard.

De-Bell Inv. Planning Opens

WASHINGTON, Pa.—De-Bell Investment Planning has been formed with offices at 575 Locust Avenue to engage in a securities business. Partners are Jack Bellotti and Frank J. DeLost.

Investment Secs. of Md.

BALTIMORE, Md. — Investment Securities Co. of Maryland, Inc. has been formed with offices at 225 East Redwood Street to engage in a securities business. Conrad L. Lippman is President and Treasurer. He was formerly an officers of Maryland Securities Co., Inc.

Over-Counter Market-National Shopping Center for Securities

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Princeton Water Co. Operating public utility	53	4.00	88	4.5
Produce Terminal Cold Storage Co. (Chicago) Public cold storage warehouse	13	1.00	14	7.1
Progress Laundry Co. Laundry and dry cleaning	26	1.30	14¾	8.8
Providence Washington Ins. Multiple line insurance	55	0.80	19¼	4.2
Provident Bank (Cinc.)	58	†2.12	42½	5.0
Provident Tradesmens Bank & Trust Co. (Phila.)	96	2.85	60	4.8
Public Service Co. of N. H. Electric public utility	24	1.04	20	5.2
Public Service Co. (N. Mex.) Public utility	15	1.00	39⅞	2.5
Publication Corp. vot. Owns rotogravure printing plants	25	3.00	39	7.7

Over-The-Counter Consecutive Cash Dividend Payers From 5 to 10 Years Appear in the Second Table Starting on Page 47.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Purex Corp. Manufacturer of household cleaners and detergents	25	†0.73	49⅞	1.5
Purity Stores, Inc. California food chain	*13	0.40	13½	3.0
Purolator Products, Inc. Filters oil, gas and air	20	1.40	30¼	4.6
Quaker City Cold Storage Co. v. t. c. Cold storage facilities	11	0.30	9	3.3
Quaker City Insurance Co. Diversified insurance	12	0.60	10	6.0
Quaker City Life Insurance Co. (Pa.) Life, accident & health	*15	†0.68	44½	1.5
Queen Anne Candy Co. Packaged, bar and bulk candy	12	0.10	3	3.3
Quincy Market Cold Storage Boston operation	19	2.80	40	7.0
Ralston Purina Animal feeds, breakfast foods	27	1.20	46½	2.6
Red Owl Stores Inc. Retail & wholesale grocery chain	28	1.60	45	3.6
Reece Corp. (Mass.) Makes button hole machines	79	1.60	35	4.6
Reed (C. A.) Co., class B Crepe paper	15	1.50	25	6.0
Reinsurance Corp. of N. Y. Writes only reinsurance	24	0.60	23½	2.6
Reliance Varnish Co. Paints, varnishes and enamels	17	1.10	22½	4.9

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Republic Insurance (Dallas) Fire and casualty insurance	55	1.60	58½	2.7
Republic National Bank of Dallas	41	†1.65	65	2.5
Republic National Life Insurance Co. (Dallas)	15	0.10	34½	0.3
Republic Natural Gas Producers of crude oil and natural gas	25	1.00	27¾	3.6
Republic Supply Co. of California West Coast distributor of metals, tubing, water works materials, oil field equipment and industrial supplies	39	†0.98	15½	6.3
Revere Racing Assn. Dog racing, near Boston	19	0.60	7⅝	7.9
Rhode Island Hospital Trust	92	4.80	113	4.2
Richardson Co. Manufacturers of rubber and plastic industrial products	29	1.00	16¾	6.0
Rich's, Inc. Operates Atlanta department store	32	0.90	18¼	4.9
Riegel Textile Corp. Wide line textile products	23	1.00	16	6.3
Rieke Metal Products Corp. Closures for steel drums and pails	28	1.25	20	6.3
Riley Stoker Corp. Power steam generators	22	†1.59	31¼	5.1
Risdon Manufacturing Co. Small metal stampings	44	3.00	54	5.6
River Brand Rice Mills, Inc. Leading rice miller and packager	a28	1.20	22	5.5
Roanoke Gas Co. Distributes natural gas	17	0.90	18½	4.9
Robbins & Myers, Inc. Manufacturing motors, fans, hoists & cranes, and pumps	11	3.20	56½	5.7
Robertson (H. H.) Co. Manufacturers of construction materials	25	†2.31	52¼	4.4
Rochester Button Co. Buttons	24	1.00	14	7.1
Rochester Transit Corp. Rochester, N. Y., bus lines	11	0.40	7	5.7
Rock of Ages Corp. Granite quarrying and mfg. of granite cemetery monuments, markers, building and construction granite	21	1.00	17	5.9
Rockland-Atlas Natl. Bank of Boston	97	2.00	48¾	4.1
Rockwell Manufacturing Co. Meters, valves and regulators, and power tools	22	†1.57	29¾	5.3
Rose's 5, 10 & 25c Stores, Inc. Operates 145 stores in the South	34	1.40	26	5.4
Ross Gear & Tool Co. Inc. Manufacturers of steering gears	33	1.00	22½	4.4
Rothmoor Corp. Women's coats and suits	13	0.40	4	10.0
Royal Dutch Petroleum Co. Affiliated with producers of many nations	16	2.64	54¼	4.9
Royalties Management Corp. Oil and gas royalty interests	19	0.25	5¼	4.8

a Including predecessors.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Sabine Royalty Corp. Oil & gas royalties	16	†1.86	40	4.7
Safway Steel Products, Inc. Manufactures steel scaffolding, grand stands and bleachers	25	1.00	14¾	6.8
Sagamore Mfg. Co. Sateens, broadcloths, twills	25	†0.80	9¾	8.2
St. Croix Paper Co. Paper manufacturers	41	1.25	29	4.3
St. Joseph Stock Yards Co. Livestock	62	5.00	62	8.1
St. Paul Fire & Marine Insur. Fire and casualty insurance	89	1.34	62	2.2
St. Paul Union Stockyards Minnesota operator	45	1.25	16	7.8
San Jose Water Works Public utility (water company)	30	1.30	39¾	3.3
Sanborn Map Co. Map publishers Former Corporate name of Sanborn Map Co. was changed Jan. 4, 1960, to First Pelham Corp. At same time Sanborn Map Co. Inc. was formed, as a wholly owned subsidiary of the First Pelham Corp. Effective week of March 20, 1961, all assets of First Pelham, other than stock of Sanborn Map Co. Inc., were liquidated on basis of $30 per share of First Pelham, plus ten $5 par shares of Sanborn Map fcr each $25 par value share of First Pelham.	a85	--	4½	--
Sargent & Co. Hardware, locks and tools	18	1.00	22	4.5
Savannah Sugar Refining Georgia operator	37	1.50	32	4.7
Schenectady Trust Co. (N.Y.)	59	†1.90	60	3.2
Schlage Lock Co. Locks and builders' hardware	21	†0.95	41½	2.3
Schuster (Ed.) & Co. Inc. Three Milwaukee dept. stores	*19	1.00	16¼	6.2
Scott & Fetzer Co. Vacuum cleaner manufacturer	19	2.20	34½	6.4
Scott & Williams, Inc. Builds knitting machinery	45	†1.90	34¾	5.5
*Scruggs-Vandervoort-Barney Department stores; St. Louis, Kansas City, Denver	21	0.60	11½	5.2
Seaboard Surety Co. Diversified insurance	26	1.30	12	10.8
Searle (G. D.) & Co. Pharmaceuticals	26	1.20	69½	1.7
Sears Bank & Trust Co. (Chicago)	21	2.80	85	3.3
Second National Bank of Saginaw	80	2.50	77	3.2
Securities Acceptance Corp. Instalment financing and personal loans	27	†0.39	9¾	4.0
Security First National Bank (Los Angeles)	80	1.60	72	2.2
Security Insurance Co. of New Haven	67	†0.97	56	1.7

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.
a Including predecessors.

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Over-Counter Market–National Shopping Center for Securities

Continued from page 41

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Security Title Insurance Co. Title insurance	13	0.50	10⅜	4.8
Security Trust Co. of Rochester	68	2.40	59	4.1
Seismograph Service Corp. Geophysical exploration oilwell wire-line services and mfg. of electronics products	27	†0.39	13	3.0
Selected Risks Insurance Co. Diversified insurance	32	1.20	36	3.3
Seven-Up Bottling Co. (St. Louis) Bottler of carbonated beverages	33	0.60	10¾	5.6
Shakespeare Co. Fishing reels, rods and lines	23	1.58	25	6.3
Shaler Co. Vulcanizers	25	0.80	15	5.3
Shepard Niles Crane & Hoist Electric cranes and hoists	26	1.75	27½	6.4
Sherer-Gillett Co. Manufacturer commercial refrigeration	15	0.20	2¾	7.3
Sick's Rainier Brewing Co. "Rainier" and "Brew 66" beer	24	0.24	4	6.0
Sierra Pacific Power Co. Operating public utility	35	1.60	48¼	3.3
Sioux City Stock Yards Iowa livestock market	57	2.50	31½	7.9
Sivyer Steel Casting Co. Castings	25	1.00	20	5.0
Skil Corporation Portable tools	26	1.60	42¼	3.8
Smith-Alsop Paint & Varnish Co. Paints and varnishes	13	1.60	21½	7.4
Smith (J. Hungerford Co.) Manufacturer of soda fountain & ice cream fruits and flavors	38	1.53	32	4.8
Smith (T. L.) Co. Concrete mixing equipment	11	0.20	11	1.8
Snap-On Tools Corp. Manufacture and distribution of mechanics' hand service tools and related items	23	1.60	32½	4.9
Sommers Drug Stores Co. Retail drug store chain	11	0.40	11¼	3.6
Sonoco Products Co. Paper and paper products	36	1.10	33¼	3.3
Sorg Paper Co. Stock lines and specialty papers	12	†0.67	16¾	4.0
South Atlantic Gas Co. Operating public utility	16	0.80	15	5.3
South Carolina National Bk. (Charleston)	25	1.25	29½	4.2
Southdown, Inc. Operates Louisiana sugar plantations and refinery	13	0.70	25½	2.7
Southeastern Telephone Co. Telephone service	21	†0.97	25	3.9
Southern Bakeries Co. Southeastern baker	25	†0.47	9	5.2
Southern California Water Co. Operating public utility	32	1.00	22	4.5
SOUTHERN COLORADO POWER To merge into Central Electric & Gas Co. effective May 1, 1961, the new name of the resultant company to be Western Power & Gas Co. • See Company's advertisement on page 43.	**17**	**0.90**	**23¼**	**3.9**
Southern Fire & Casualty Co. (Knoxville, Tenn.) Fire and Casualty insurance	20	0.08	5	1.6
Southern Gas & Water Corp. Wholesale gas, retails water and ice	16	†0.79	23½	3.4
Southern Nevada Power Co. Electric utility	10	1.10	33	3.3
Southern N. England Tel. Co. Communications services	70	2.20	47½	4.6
Southern Oxygen Co. Compressed gases	24	0.60	14	4.3
Southern Union Gas Co. Natural gas production and distribution	18	1.12	28⅜	3.9
Southland Life Insurance Co. Life, health and accident insurance	25	1.50	95	1.6
Southland Paper Mills, Inc. Newsprint	10	2.00	150	1.3
Southwest Natural Gas Co. Southern natural gas supplier	14	0.20	4⅜	4.6
Southwestern Drug Corp. Wholesale drugs	19	†0.76	19	4.0
Southwestern Electric Service Electricity supplier	16	0.73	18	4.1
Southwestern Investment Co. Sales, financing and personal loans	25	†0.59	12¾	4.6
Southwestern Life Insurance Co. (Dallas) Nonparticipating life	51	0.80	54½	1.5
Southwestern States Tel. Co. Operating public utility	15	1.20	26½	4.5
Spartan Mills Cloths and sheetings	62	1.40	33	4.2
Speer Carbon Co. Carbon, graphite and electronic products	28	0.70	18¾	3.7
Spindale Mills, Inc. Yarn-dyed fancy fabrics	16	1,25	17	7.4
Sprague Electric Co. Electronic components	21	†1.18	55	2.1
Springfield F. & M. Ins. Co. Multiple line insurance	94	†0.98	34⅞	2.8
Springfield Gas Light Co. Distribution of natural gas	109	2.80	56¾	4.9
Staley (A. E.) Mfg. Co. Corn, soybean and chemical processor	27	†1.32	27½	4.8
Stamford Water Co. Operating public utility	65	1.80	36	5.0
Standard Accident Insurance Co. (Detroit) Casualty, bonding and fire and marine insurance	21	2.00	48¼	4.1

† Adjusted for stock dividends, splits, etc.

Now Corporation

ALLENTOWN, Pa. — The investment business of Schlegel, Sherman & Hall, 539 Hamilton St., is now being conducted as a corporation. Officers are Richard H. Schlegel, President; Irving I. Sherman, Vice-President; and Thomas F. Hall, Secretary-Treasurer. All were partners of the predecessor firm.

Form Lincoln Planning

Lincoln Planning Corp. is engaging in a securities business from offices at 550 Fifth Avenue, New York City. Officers are Forest K. Bedell, President; Robert L. Mazzeo, Spencer Y. Libman, and Anthony R. Gatto, Vice-Presidents; and Sanford A. Feingold, Secretary-Treasurer.

Form McDonald Anderson

MINNEAPOLIS, Minn. — McDonald, Anderson, Peterson & Co., Inc. has been formed to engage in a securities business with offices in the Minnesota Federal Bldg.

Over-Counter Market–National Shopping Center for Securities

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Standard-Coosa Thatcher Co. Cotton spinning, dyeing and bleaching	40	0.80	12⅛	6.6
Standard Fire Insurance Co. of New Jersey Diversified insurance	92	3.00	120	2.5
Standard Paper Manufacturing Co. Sulphite bonds & coated papers	10	6.00	75	8.0
Standard Screw Co. Screws and screw machine products	56	†1.20	16½	7.3
Stange (Wm. J.) Co. Food colorings and seasonings	25	0.80	22	3.6
Stanley Home Products, Inc. (Voting) Manufactures and sells brushes, waxes, polishers, and personal toiletries	24	2.25	39	5.8
Stanley Works Hardware for building trades, etc.	85	1.04	14⅝	7.1
State Bank of Albany	158	†1.78	68	2.6
State Loan & Finance Corp. Class A Loans and finance business	31	1.00	20½	4.9
State National Bank of El Paso	80	6.00	350	1.7
State Planters Bank of Commerce & Trs. (Richmond, Va.)	*39	†2.56	65	3.9
State Street Bank & Trust Co. (Boston)	42	†2.68	69½	3.9
Stecher-Traung Lithograph Corp. Labels, packets and boxes	22	†1.33	22	6.0
Stern & Stern Textiles, Inc. Silk, rayon and nylon fabrics	15	0.65	8¾	7.4
Stonecutter Mills Corp., Cl. A Dies and fabrics	19	0.40	7	5.7
Stouffer Corp. Restaurant chain	25	0.40	25½	1.6
Strathmore Paper Co. Manufactures fine printing papers, artists' papers and technical papers	19	1.25	40	3.1
Stratton & Terstegge Co. Wholesale hardware	28	1.20	23	5.2
Strawbridge & Clothier Large Philadelphia department store	14	1.00	17½	5.7
Stuart (The) Co. Pharmaceutical manufacturer and distributor	13	0.64	36	1.8
Stubnitz Greene Corp. Cushion and back spring assys. polyurethane foams, refrigerator shelves and condensers, thermo-electronic relay	12	0.38	6⅛	6.2
Stuyvesant Insurance Co. Auto, fire, casualty and marine insurance	13	1.00	30	3.3
Super Valu Stores, Inc. Wholesale food distributor	25	1.10	45¾	2.4
Swan Rubber Co. Manufactures hose (rubber and plastic) small tires	26	1.03	25¾	4.0
Syracuse Transit Corp. Local bus operator	19	2.00	20	10.0
Tampax, Inc. Miscellaneous cotton products	18	2.80	164	1.7
Tappan (The) Co. Gas ranges	*26	1.50	26½	5.7
Taylor-Colquitt Co. Railroad ties and poles	34	1.40	20½	6.8
Taylor & Fenn Co. Grey iron alloy castings	55	0.80	10½	7.6
Taylor Instrument Cos. Mfr. of scientific instruments	54	†0.62	39	1.6
Tecumseh Products Co. Refrigeration compressors, small engines, etc.	22	†2.23	67	3.3
Tejon Ranch Co. California land holdings	12	†0.98	32	3.1
Telephone Service Co. of Ohio, Class B Holding co.	19	†0.35	29	1.2
Tenn., Ala. & Georgia Ry. Co. Railroad common carrier	23	0.75	22	3.4
Tennessee Natural Gas Lines, Inc. Pipe lines	11	0.60	13	4.6
Terre Haute Malleable & Manufacturing Corp. Iron castings	25	0.65	10	6.5
Terry Steam Turbine Co. Turbines and reduction gears	*53	2.00	35	5.7
Texas Eastern Transmission Operates natural gas pipelines	11	1.40	31⅝	4.4
Texas Natl. Bank (Houston)	49	†1.45	42½	3.4
Textiles, Inc. Makes cotton yarn	20	1.00	14¾	6.8
Thalhimer Brothers, Inc. Richmond department store	23	0.60	10¾	5.6
Third Natl. Bank in Nashville	32	10.00	505	2.0
Third National Bank & Trust Co. (Dayton, Ohio)	99	1.00	39½	2.5
Third National Bank & Trust Co. of Springfield (Mass.)	97	2.50	53	4.7
Thomaston Mills Wide range of cotton products	*20	1.35	27	5.0
Thompson (H. I.) Fiber Glass Fiber glass, fabricators Hi Temp insulation, fiberglass reinforced plastic parts	14	†0.26	19	1.4
300 Adams Building, Inc. Chicago office building	26	1.00	38	2.6
Thrifty Drug Stores California drug store chain	24	0.83	47¼	1.8
Time Finance Co. (Ky.) Consumer finance—personal loans	26	0.25	9	2.8
Time, Inc. Publishers of "Life," "Time," "Fortune" & "Sports Illustrated"	32	3.25	85	3.8
Timely Clothes, Inc. Men's suits, coats, etc.	20	0.25	11¼	2.2

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

Continued on page 44

Over-Counter Market-National Shopping Center for Securities

Continued from page 43

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Tinnerman Products, Inc. "Speed Nuts"	*15	2.00	34½	5.8
Title Insurance Company of Minnesota — Title Insurance	a53	3.25	58½	5.6
Title Insurance & Trust Co. (Los Angeles) — Insuring title to real estate	67	1.80	39¾	4.5
Tobin Packing Co. — Meat packer	19	†0.89	22½	4.0
Tokheim Corp. — Gasoline pumps	42	1.00	18¾	5.3
Toledo Trust Co.	27	†2.78	148	1.9
Toro Manufacturing Corp. — Power lawn mowers	15	1.35	24½	5.5
Torrington Mfg. Co. — Manufactures machinery, blower wheels and fan blades	26	1.00	25	4.0
Towle Mfg. Co. — Sterling silver tableware	44	†1.90	35½	5.4
Towmotor Corp. — Fork-lift truck	16	1.40	31	4.5
Transcon Lines — Motor freight—common carrier	11	0.70	13½	5.2
Transcontinental Gas Pipe Line Corp. — Interstate natural gas pipeline system	10	1.00	23	4.3
Travelers Ins. Co. (Hartford) — Life, accident, health	95	1.40	93	1.5
Trico Products Corp. — Manufacturers of automotive equipment	35	2.50	54	4.6
Trinity Universal Insurance Company — Diversified insurance	24	1.20	33	3.6
Troxel Manufacturing Co. — Bicycle saddles	18	0.50	12	4.2
Trust Co. of Georgia	27	3.00	124	2.4
Tucson Gas, Electric Light and Power Co. — Electric and gas utility	43	0.79	33¼	2.4
Twin City Fire Insurance Co. — Diversified insurance	35	0.60	35	1.7
Twin Disc Clutch Co. — Clutches and gears	27	4.00	87	4.6
220 Bagley Corp. — Theatre and office building	14	1.00	38	2.6
Tyer Rubber Co. — Manufacturers of rubber goods	24	0.40	12	3.3

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.
a Including predecessors.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Tyler Refrigeration Corp. — Commercial refrigerators	24	0.90	17¾	5.1
Uarco, Inc. — Business forms	27	2.60	74	3.5
Union Bank (Los Angeles)	44	†1.22	53¼	2.3
Union Commerce Bank (Cleveland)	18	2.20	59	3.7
Union Gas System, Inc. — Natural gas utility	14	1.54	41	3.8
Union Lumber Co. — California redwood	13	1.20	53½	2.2
Union Metal Manufacturing Co. — Outdoor lighting poles and foundation piling	23	3.00	65	4.6
Union Natl. Bank in Pittsburgh	*36	1.50	50	3.0
Union Natl. Bank of Youngstown, Ohio	24	1.40	37½	3.7
Union Planters National Bank of Memphis	31	1.60	51	3.1
Union Texas Nat. Gas Corp. Class B — Crude oil and natural gas production	56	0.40	28	1.4
Union Trust Co. of Maryland	22	2.00	50½	4.0
United Illuminating Co. — Connecticut operating utility	61	1.43	28¾	5.0
United Insurance Co. of America — Life, accident & health	21	†0.63	32⅜	1.9
United Life & Accident Insurance Co. — Life, accident & health	24	4.00	425	0.9
United Printers & Publ., Inc. — Greeting cards, gift wrapping and party goods	22	0.60	18¾	3.2
United Screw & Bolt Corp.—Class B	22	2.00	25	8.0
United States Cold Storage Corp. — Car-icing, ice, etc.	19	1.00	13¾	7.3
United States Life Insurance Co. in the City of N. Y. — Life, accident, health and group	10	0.15	42¾	0.4
United States Sugar Corp. — Sugar production	10	1.50	37½	4.0
U. S. Envelope Co. — Manufacturer of envelopes, tablets, paper cups and other paper products	21	0.90	20½	4.4
U. S. Fidelity & Guaranty Co. — Diversified insurance	22	1.00	41½	2.4
U. S. Fire Insurance Co. — Diversified insurance	52	1.20	31¼	3.8

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
U. S. Lumber Co. — Holding company, land and mineral interests	*53	0.30	4¼	7.1
U. S. Natl. Bank (Portland)	62	†2.42	65¼	3.7
U. S. Radium Corp. — Phosphors, industrial radiation sources, dials, panels and nameplates	17	0.20	28½	0.7
U. S. Realty & Investment Co. — Real estate	20	1.50	25	6.0
United States Testing Co. — Testing, research, inspection and engineering	26	0.30	11½	2.6
U. S. Truck Lines (Del.) — Inter-city motor carrier	29	1.00	14⅝	6.8
U. S. Trust Co. of N. Y. — Investment management, trusts, and estates	108	4.00	98¾	4.1
United Utilities, Inc. — Holding company	22	1.45	46½	3.1
Univis, Inc. — Formerly Univis Lens Co. Name changed in Nov. 1960. Manufacturer and distributor of multifocal opthalmic lens blanks and eye glass frames	33	0.40	12	3.3

Over-The-Counter Consecutive Cash Dividend Payers From 5 to 10 Years Appear in the Second Table Starting on Page 47.

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Upper Peninsula Power — Electric public utility	13	1.60	32	5.0
Upson (The) Co. — Exterior and interior fibre wallboard	20	0.60	11	5.5
Upson-Walton (The) Co. — Manufactures wire rope, tackle blocks, crane hook blocks and rope fittings	26	0.55	9¾	5.6
Utah Home Fire Insurance Company — Fire and casualty insurance	28	1.00	29	3.4
Valley Mould & Iron Corp. — Ingot moulds and stools	25	3.00	43	7.0
Valley National Bank (Phoenix, Ariz.)	28	1.00	35	2.9
Van Camp Sea Food Co., Inc. — Cans sea food	13	†0.68	34½	2.0
Van Waters & Rogers, Inc. — Wholesalers, industrial chemicals and scientific apparatus	22	†0.78	34¾	2.2
Vanity Fair Mills — Lingerie	*13	1.40	29¾	4.7

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

Over-Counter Market–National Shopping Center for Securities

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Vapor Heating Corp. — Manufacturers of steam generators, thermostatic and electronic devices, car heating systems	27	1.55	30	5.2
Veeder-Root, Inc. — Makes counting and computing devices	27	2.00	43½	4.6
Victoria Bondholders Corp. — New York City real estate	25	5.00	650	0.8
Viking Pump Co. — Rotary pumps	28	1.40	29½	4.7
Virginia Coal & Iron Co. — Owns soft coal land in Virginia and Kentucky	62	9.00	145	6.2
Virginia Hot Springs, Inc. — Resort hotels	12	1.50	45½	3.3
Voi-Shan Industries, Inc. — Manufactures metal fasteners and stampings	a40	1.00	29¼	3.4
Volunteer State Life Insurance Co. — Non-participating only	18	0.60	61	1.0
Vulcan Corp. — Wood heels, bowling pins, etc.	11	1.00	21½	4.7
Vulcan Mould & Iron Co. — Cast iron ingot molds and accessories	27	0.40	7¼	5.5
Wachovia Bank & Trust (Winston-Salem)	25	0.50	25½	2.0
Walnut Apartments Corp. — Owning and operating apartment house in Philadelphia	14	2.25	46	4.9
Warner & Swasey Co. — Machine tools, earth moving machines, textile machinery, etc.	12	1.60	27½	5.8
Warren Bros. Co. — Paving contractors	18	†1.09	22	5.0
Washburn Wire Co. — Wire and springs	22	1.60	29¼	5.5
Washington National Insurance Co. (Evanston, Ill.) — Life, accident and health	38	0.72	46½	1.5
Washington Oil Co. — Crude oil and gas producer	36	2.50	32	7.8
Washington Steel Corp. — Producer of Micro Rold stainless steel and strip	13	1.00	22½	4.4
Watson-Standard Co. — Manufacturer of paints, varnishes, industrial coatings, chemical compounds, and distributor of flat glass	26	0.65	10½	6.2
Waverly Oil Works Co. — Oils and greases	11	0.50	10	5.0
Welsbach Corp. — Maintenance and installation of street lighting systems	14	†1.22	36	3.4
West Coast Telephone Co. — Operating public utility	21	1.26	28¼	4.5
West Mich. Steel Foundry — Steel castings and transportation equipment	25	1.20	16½	7.3
West Ohio Gas Co. — Natural gas utility (distribution only)	21	†0.99	22¾	4.4
West Penn Power Co. — Both operating utility and holding company	*38	3.15	69	4.6
West Point Mfg. Co. — Textile manufacturing	74	1.30	20	6.5
Westchester Fire Ins. (N. Y.) — Diversified insurance	90	1.40	34	4.1
Western Assurance Co. (Toronto) — Fire, marine, aviation, auto and casualty	27	3.20	90	3.6
Western Casualty & Surety Company — Multiple line, fire & casualty and fidelity and surety bonds	23	†1.32	43	3.1
Western Electric Co. — Makes telephone equipment for Bell System	25	3.60	250	1.4
Western Light & Telephone — Supplies electric, gas, water and telephone service	22	2.20	50¾	4.3
Western Massachusetts Cos. — Electric utility holding company	34	1.20	23⅞	5.0
WESTERN POWER & GAS CO. — Survivor, effective May 1, 1961, of merger of Southern Colorado Power Co. and Central Electric & Gas Co. • See Company's advertisement on page 43.	--	--	--	--
Weyerhaeuser Company — Manufacture, conversion and sale of forest products	28	1.20	34	3.5
Whitaker Cable Corp. — Manufacturer of automotive cable products	26	0.80	14¼	5.6
Whitaker Paper Co. — Paper products and cordage	27	2.60	66	3.9
Whitehall Cement Manufacturing Co. — Manufacturer of portland cement	15	†1.77	36	4.9
Whitin Machine Works — Textile machinery	74	†0.84	27¾	3.0
Whiting Corp. — Cranes, Trambean, chemical, foundry and railway equipment	24	0.40	8⅜	4.8
Whitney Blake Co. — Insulated wires and cables	19	0.40	7	5.7
Whitney Natl. Bk. (New Or.)	76	4.00	363	1.1
Will & Baumer Candle Co. — Candles and beeswax	65	1.00	16	6.3
Williams & Co., Inc. — Distributor of metals	28	1.60	35	4.6
Wilmington (Del.) Trust Co.	53	2.50	57½	4.3
Winters Natl. Bank & Trust (Dayton, Ohio)	*36	1.20	26	4.6
Wisconsin National Life Insurance Co. — Life, accident, sickness and hospitalization insurance	42	0.56	29¾	1.9
Wisconsin Power & Light Co. — Operating public utility	15	1.48	36¾	4.0
Wisconsin Southern Gas Company, Inc. — Operating natural gas public utility	15	†0.99	22	4.5

a Including predecessors.
† Adjusted for stock dividends, splits, etc.

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc

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Morton Fund Elects New Officers Slate

BOSTON, Mass.—The election of an entirely new slate of officers and directors was announced by the B. C. Morton Fund Inc., 131 State Street, an open-end investment company formerly known as Lone Star Fund Inc.

The fund recently underwent a change in name when its investment advisory firm, All States Management Co., and national distribution came under the control of the B. C. Morton Organization.

Its new officers and directors include:

President — Bernard Carver, President of the B. C. Morton Organization and All States Management Co.

Vice-President — Morton W. Goldberg, Board Chairman of the B. C. Morton Organization and All States Management Co.

Vice-President — Howard Sloman, Executive Vice-President of All States Management Co.

Secretary—James V. Doolin, house counsel for the Morton Organization and Secretary of All States Management.

Treasurer—Jack Plotkin, Comptroller of the Morton Organization and Treasurer of All States Management.

Ely, Winslette Co.

HUNTSVILLE, Ala. — Bess P. Wallace is conducting a securities business from offices at 2408 Eighth Street, S. W., under the firm name of Ely, Winslette & Co.

Form Financial Planning

SYRACUSE, N. Y. — Robert P. Sheridan and Arnold W. Kahne have formed Financial Planning Co. with offices in the State Tower Building, to engage in a securities business. Both were formerly with B. H. Lapham & Co.

J. A. Fluss Opens

BROOKLYN, N. Y. — Jacob A. Fluss is conducting a securities business from offices at 26 Court Street.

Westminster Fund Extends Exchange

Westminster Fund, Inc. has extended to June 12, 1961 its offer to investors to exchange shares of its capital stock for their securities in selected quality companies, particularly those with good growth potentials.

Kidder, Peabody & Co., dealer-manager of a group making the exchange offer, has set up a special department to handle inquiries and other details.

The fund has been organized to provide to investors owning large blocks of securities an opportunity to diversify their holding without incurring Federal capital gains tax liability on the exchange. By exchanging their securities for shares of the fund, investors will become participants in a securities portfolio which will have the benefits of diversification and experienced professional investment management.

The investment objective of the fund is to seek possible long-term growth of capital and income. It is expected that the assets of the fund will be largely invested in quality common stocks of companies which are believed by the managements to have good growth potentials, but there is no requirement that the fund invest in common stocks exclusively. The fund's charter permits investment in preferred stocks, corporate bonds and obligations of any government or instrumentality or the holding of cash.

The aggregate market value of one or more securities deposited by an investor must be at least $25,000. The basis of the exchange will be one share of the fund for each $12.50 of market value of securities received.

The fund will consider for inclusion in its initial portfolio the common stocks, or securities convertible into common stock, of any good quality company which the management of the fund believes has better than average growth potentials.

It will be the policy of the fund each year to distribute to shareholders substantially all of its investment income and thus to comply with special provisions of the Internal Revenue Code relating to investment companies. It is presently anticipated that these dividends will be in the form of additional shares at net asset value, or in cash, at the option of the shareholder. By following this policy, the fund expects to be relieved of the payment of Federal income taxes on net investment income and on any net realized long-term capital gains distributed to its shareholders.

Howard C. Sheperd, formerly President and Chairman of the Board of The First National City Bank of New York, is Chairman of the Board of Westminister Fund, Inc., and Hugh W. Long, Chairman of Hugh W. Long & Co., Inc., is President of the fund.

Investors Management Co., Inc. is investment advisor to the fund. It has been active in the investment management field for 36 years and is investment advisor to Fundamental Investors, Inc., Diversified Investment Fund, Inc. and Diversified Growth Stock Fund, Inc., three mutual funds which are distributed nationally by Hugh W. Long & Co., Inc., and which have combined net assets in excess $800,000,000.

Flintkote Debs. Are Marketed

Public offering of $35,000,000 The Flintkote Co. 4⅝% sinking fund debentures due 1981 was made on April 7 by a group managed by Lehman Brothers. The debentures are priced at 100.375% plus accrued interest, to yield 4.596%.

Sinking fund provisions require Flintkote beginning April 1, 1966 through April 1, 1980 to retire $1,750,000 debentures annually, an amount which at the option of the company may be increased to a maximum of $3,500,000 annually. The debentures are redeemable for sinking purposes at prices ranging from 100.31% to 100%. They are otherwise redeemable at prices ranging from 105% to 100%, except that the debentures may not be redeemed prior to April 1, 1966 through certain refundings with other indebtedness having a lower effective rate of interest.

Of the net proceeds received from the offering, approximately $28,000,000 will be used in connection with a proposed asbestos-cement pipe plant, a gypsum board product plant, gypsum rock conveying and dock facilities in New Foundland, Canada, and a cement plant now under construction at Redding, Calif. The balance of the proceeds will be used for payment of a $1,650,000 outstanding promissory note due March 15, 1968 and for general corporate purposes.

Flintkote is engaged directly or through subsidiaries in the manufacture, mining, distribution and sale of various products for construction, industrial and consumer uses. The company is one of the largest domestic producers of a diversified line of materials used in construction, renovation and repair of residential and industrial buildings and roads and is a producer of paper products and corrugated containers. The company has 12 principal sales offices in the United States and maintains district sales offices and warehouse facilities at 30 locations in the United States. There are four principal foreign sales offices located in Canada and one in London, England.

Form Glickenhaus Co.

Glickenhaus & Co. has been formed with offices at 30 Broad St., New York City, to engage in a securities business. Seth M. Glickenhaus is senior partner. He was formerly a partner in Glickenhaus & Lembo.

Lawrence Greenwald Opens

DALLAS, Texas. — Lawrence Greenwald is engaging in a securities business from offices in the National Bankers Life Building. He was formerly with Shearson, Hammill & Co.

Form Group Equities

Group Equities has been formed with offices at 509 Madison Ave., New York City to engage in a securities business. Officers are Eli N. Cooper, President; Sidney Rivkin, Vice-President; and Jerome S. Zurkow, Secretary.

In Securities Business

RIDGEWOOD, N. J. — Louis A. Ruet is conducting a securities business from offices at 334 South Van Dien Avenue.

Over-Counter Market–National Shopping Center for Securities

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	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Wiser Oil Company Crude oil and natural gas producer	46	3.00	38	7.9
WJR The Goodwill Station Inc. (Detroit, Mich.) Detroit broadcaster	33	0.45	10¾	4.2
Wolverine Insurance Co., Class A Diversified insurance	14	†0.92	52	1.8
Wood Conversion Co. Manufacturer of wallboard, insulating, cushioning materials, etc.	24	0.35	9¾	3.6
Woodward Governor Co. Speed controls for engines and propellers	22	2.50	50	5.0
Worcester County National Bank (Mass.)	19	†1.65	43	3.8
Wurlitzer Company Manufacturer and retailer of musical instruments	12	0.80	15	5.3
Wyatt Industries, Inc. Steel plate fabricators and plastic and rubber molded products	48	2.00	24½	8.2
Wyckoff Steel Co. Cold finished steels	27	1.20	17½	6.9
York Corrugating Co. Metal stamping, wholesale plumbing and heating supplies	25	1.15	15¼	7.5
York County Gas Co. Operating public utility	16	2.60	53	4.9
York Water Co. Operating public utility	147	1.48	31	4.8
Yosemite Park & Curry Co. Concessioner, National Park	19	0.30	5	6.0
Young (J. S.) Co. Licorice paste for tobacco	50	5.00	63	7.9
Younker Bros. Department stores in Midwest	*14	2.00	38	5.3
Zeigler Coal & Coke Co. Owns mines in Illinois and Kentucky	22	0.75	16¾	4.5

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

TABLE II

OVER-THE-COUNTER

Consecutive Cash

DIVIDEND PAYERS

for

5 to 10 Years

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Air Products, Inc. — Low temperature processing equipment and industrial gases	7	0.20	42¾	0.5
Allen (R. C.) Business Machines, Inc. — Adding machines, typewriters, etc.	9	0.50	10⅞	4.6
Allied Thermal Corp. — Holding co., heating equipment	7	1.40	33½	4.2
American Mail Line, Ltd. — Trans-Pacific service	6	1.00	16	6.3
American Monorail Co. — Materials handling systems	*9	0.20	4¾	4.2
Angelica Uniform Co. — Industrial and institutional service apparel	7	0.85	16½	5.2
Arrowhead & Puritas Waters, Inc. — Bottled drinking water	8	0.96	33½	2.9
Atlas Finance Co. — Auto financing	9	0.70	11⅛	6.3
Barden Corp. — Precision ball bearings	7	0.50	30½	1.6
Beam (James B.) Distilling Co. — Kentucky distiller	8	†0.29	33½	0.9
Beneficial Standard Life Insurance Co. — Accident and health	*6	†0.19	16	1.2
Brewster-Bartell Drilling Co. — Marine and other, by contract	6	0.20	4	5.0
Burndy Corp. — Electrical converters	5	0.60	28	2.1
Bush Terminal Buildings Co. — Leases space and servicing	6	1.40	29½	4.7
California Interstate Telephone Co. — Telephone service	8	0.70	14½	4.8
Camco, Inc. — Gas lift equipment	8	0.10	13½	0.7
Carnaco Equipment Co. — Leases refrigerating and truck equipment to Carnation Co., and subsidiaries	6	0.10	2⅝	3.8
Ceco Steel Products Corp. — Structural steel products	6	1.20	24¼	4.9

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

Continued on page 48

Borman Food Stock Offered

Shields & Co. made a secondary offering on April 12 of 67,000 shares of Borman Food Stores, Inc. common stock at $39 per share. The shares were purchased by Shields & Co. from selling stockholders and no part of the proceeds will be received by the company.

Borman Food Stores, Inc. was incorporated in Michigan in June, 1950, and presently operates a retail food chain of 58 super markets in southeastern Michigan under the trade name "Food Fair." All stores in the chain are self-service cash-and-carry super markets. The company sells both nationally advertised brands and its own private brands. Forty-five of the company's present stores were constructed within the last ten years and designed specifically for super market operation. It has been and is the company program to increase the number of its super markets in the Detroit area. According to figures assembled and published by the Detroit News Co. for the 1959 calendar year Borman Foods was the fourth largest chain in Detroit in total volume of sales.

Sales for the 26 weeks ended Dec. 24, 1960 totaled $59,659,503 and net totaled $1,051,679, compared with sales of $44,905,565 and net of $734,179 for the like period in 1959. For the fiscal year ended June 25, 1960, sales totaled $98,390,164 and net totaled $1,735,338 compared with 1959 fiscal year sales of $78,744,231 and net of $1,433,267. During the 1960 fiscal year the company operated 56 stores compared with 37 stores in the 1959 fiscal year. The company is now paying quarterly dividends of 20 cents per share. On Oct. 10, 1960, the company paid an additional 3% stock dividend.

Capitalization of the company at Dec. 24, 1960, included $476,082 in debt and 1,205,553 shares of common stock, $1 par value outstanding.

Now Burry, de Sibour

WASHINGTON, D. C.—The firm name of Perpetual Investment Company, 1700 Eye Street, N. W., has been changed to Burry, de Sibour & Co.

J. McAlister Opens Branch

GREENWOOD, S. C.—Joe McAlister Co. has opened a branch in the Textile Building, under the management of William H. Cothran.

Fish Securities Corp.

The firm name of Gale, Fisher & Sutton, Inc., 250 West 57th Street, New York City, has been changed to Fish Securities Corp.

McQueeny-Hendon Branch

KANSAS CITY, Kan.—McQueeny-Hendon Inc. has opened a branch office at 917 Minnesota Avenue under the direction of John A. Gray.

Now Edw. D. Dail Co.

ST. LOUIS, Mo.—The firm name of Schreiber, Dail and Co., 315 North Seventh Street, has been changed to Edward D. Dail & Co.

Predicting the Predictor —A Stock Market Appraisal

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creased productivity should be used to lower prices so that consumers would receive more goods and services for the same dollar. He believes that lower prices would better "distribute the benefits of increased productivity between workers, investors and consumers without sacrificing our "international competitive position."

So there you have two contradictory views, one favoring higher prices, the other favoring lower prices.

Although the so-called cost-of-living index has risen 7% since 1957, much of that rise reflects advances in the cost of services. Among wholesale commodities the facts are different. The over-all wholesale price index stands virtually unchanged from early 1957. Crude material prices are off 2% in the past year, and 20% from the Korean War peak in 1951. The duPont Corp. recently stated that the average selling prices of their products fell by 3% during 1960. And at the retail level, Sears Roebuck has announced that the prices of goods in its 1961 catalog are 2.4% below last year's on average. Not any inflation there.

To get back to the stock market, what have stocks already done about inflation? Well, since the War, the stock market has out-distanced inflation by over 5-to-1. (Stocks up 333%; cost-of-living up 66%.)

In the past five years, industrial stock prices have risen over 40%; yet the cost-of-living has risen only 11%.

Apparently the market has already discounted inflationary trends far into the future; yet there are some grounds for believing that inflation has been slowing down or checked.

(a) Goods are in supply and there is excess plant capacity in most major industries.

(b) Foreign competition is beginning to be felt.

(c) The Federal Reserve Board is dedicated to a program of a "sound" dollar.

(d) Industry has developed resistance to excessive wage increases which have been the prime mover in the inflation.

Yet, many investors say they are buying stocks to hold as inflation hedges. This claim doesn't jibe with the types of stocks which have been in greatest demand in relation to supply. For example, Utilities have been strong for a long period, yet they certainly are not benefitted by inflation. Also, the real inflation stocks representing ownership of natural resources have been lagging way behind the general market, particularly oils and coppers.

It is my belief that inflation is bullish on common stocks under only one condition. That condition is that the inflation must result in higher earnings and dividends to be really bullish. We have long passed that point. The inflation we have been having, mainly in wages, has raised production costs faster than producers can pass them on to consumers in higher prices. The result has been to curtail profit margins and earnings.

Earnings

Last year's earnings on industrial stocks (Std. & Poor's 425) were only $3.12 per share, the lowest since 1954, excepting only 1958 when they were $2.95.

At current levels industrials are priced at about 21 times earnings. That is higher than they were in relation to earnings at the top in 1929. At the bull market high in 1946 they were 20 times earnings and in 1937 17 times.

Since 1949, industrial stocks have risen 13 times as much as earnings. That is a startling statement but it is true. Prices rose about 350% while earnings gained only 27%. Without a boost in investor-confidence (measured by the price-earnings ratio), industrial stocks could have risen only 27%, the same as earnings. Hence out of the 350% actual rise in prices — 323 percentage points were due to the increase in the price-earnings multiple. Investors have registered great hopes for higher earnings in the future. It would require a substantial increase in corporate profits to support current prices. Will such improvement come soon enough? Only time will tell, but speed is essential.

Capital Gains Tax

One reason why the stock market has been able to move up rather easily in recent years is traceable to the capital gains tax. As investors grow older, they hesitate to sell at any price because of the tax, which can be avoided by passing stocks on to their heirs at time of death. For that reason a large volume of stock will not be for sale until after it passes into the present owners' estates. At least, that is the feeling of many investors so long as prices rise. That attitude, of course, may change in event of a big downtrend in prices and a shrinkage in paper profits subject to tax.

Market Action

The stock market itself is usually an early mover. Among the hundreds of series of economic data the stock market is one of the relatively few that have a good record of changing trends ahead of changes in the business cycle. (Some of the others are new orders for durable goods, hours worked per week by factory workers, new incorporations, building construction contracts and business failures.)

So when we try to forecast the stock market we are trying to predict the predicter.

The market has been in an upswing since last October just before the election. On a purely historical basis there are grounds for expecting a sizable reaction. Besides 1960, there have been five other election years since 1896 resulting in a change in political Administration. In all five cases there were stock market upswings lasting into the first year after the election. And, just as regularly there have been substantial declines after the honeymoons were over.

The 1960-61 upswing of 23% in average prices has gone a long way toward anticipating a reversal of the business cycle. The low yield on stocks, 3% or less versus 4¼% on high-grade bonds, is another danger signal for stocks.

In my opinion the market as a whole is vulnerable to disappointing news, either on the business or political front or in international affairs. In sum, the stock market is probably in an area of over-valuation where an unusual amount of caution is essential in selecting commitments. Buyers and holders should be aware of the extraordinary risks in this market at its present level.

So much for the general market.

Favored Stock Groups

Now, as always, there are groups of stocks that are more attractive than others. Take for example, banks.

Banks

Viewed strictly as investments, stocks of leading banks appear distinctly attractive. Last year, despite the recession, net operating earnings of typical New York City banks rose 14% over those of 1959, while the gain was 12% for banks in other large cities. Currently priced about 13

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Over-Counter Market–National Shopping Center for Securities

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	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Chattanooga Gas Co. — Operating public utility	6	0.08	5	1.6
Civil Service Employees Insurance Co. — Diversified insurance	8	†0.53	65	0.8
Commonwealth Natural Gas Corp. (Richmond, Va.) — Transmission of natural gas	7	1.05	24¼	4.3
Consolidated Rock Products Co. — Gravel and sand	9	0.80	16¼	4.9
Continental Transportation Lines, Inc. — Transports commodities	7	0.70	10	7.0
Corning Natural Gas Corp. — Operating public utility	9	1.20	21	5.7
Craftsman Life Insurance Co. — Diversified insurance	*8	†0.38	20	1.9
Craig Systems, Inc. — Electronic systems	5	†0.29	15¾	1.8
Diebold, Inc. — Office equipment and bank equipment	8	†0.57	64	0.9
Di-Noc Chemical Arts, Inc. — Manufacturers of plastics and photographic materials, lacquer wood grain finishes	7	0.63	41½	1.5
Dunham-Bush, Inc. — Steam heating appliances	5	0.10	4¼	2.4
Eagle Stores Company, Inc. — Variety chain in South	9	0.45	18½	2.4
East Tennessee Natural Gas Co. — Supplies Oak Ridge	7	0.60	11	5.5
Eastern Industries, Inc. — Mfrs. pumps and traffic signals	9	0.40	14⅜	2.8
Elk Horn Coal Co. — Soft coal	6	0.75	13¼	5.7
Fairbanks Co. — Valves, etc.	8	0.10	6⅛	1.6
Farmer Brothers Co. — Wholesale roast coffee and related products	9	0.40	6¾	5.9
Fearn Foods, Inc. — Soup bases, seasoning compounds, etc.	8	0.70	22	3.2
Federal Life & Casualty Co. (Battle Creek, Mich.) — Life, accident & health	7	1.00	79	1.3
Federal National Mortgage Association — Government instrumentality servicing secondary market for residential mortgages	5	2.88	67½	4.3
Frigikar Corp. — Auto air conditioners	6	0.40	10½	3.8
Frito Co. — Manufacturer and distributor of food products	8	0.58	30⅜	1.9
Government Employees Corp. — Auto financing	9	0.80	36	2.2
Grolier, Inc. — "The Book of Knowledge" and "Encyclopedia Americana"	8	1.05	42¼	2.5
Hanover Shoe, Inc. — Men's shoes	5	1.15	16	7.2
Heublein, Inc. — Vodka	6	†0.79	36½	2.2
Hood Chemical Co. — Household chemical products	7	0.10	2½	4.0
Hoving Corp. — Bonwit Teller women's stores	8	0.40	15	2.7
Hugoton Production Co. — Natural gas producer	8	3.00	85½	3.5
Kelling Nut Co. — Edible nuts	6	0.25	6½	3.8
Lee & Cady Co. — Wholesale grocery chain	8	0.60	8	7.5

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

Over-Counter Market–National Shopping Center for Securities

	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Leeds & Northrup Co. Electronic instruments	*5	†0.59	33½	1.8
Ley (Fred T.) & Co. N.Y.C. real estate	9	0.30	3¾	8.0
Louisville Investment Co.	8	2.00	78	2.6
Lynch Communications Systems, Inc. Communication systems	7	0.40	9¾	4.1
Memphis Transit Co. Local transport system	6	0.15	4¾	3.2
Michigan Gas Utilities Co. Natural gas distributor	8	†0.60	16¼	3.7
Mississippi Valley Gas Co. Natural gas distributor	8	1.20	24¼	4.9
Monmouth Park Jockey Club, Common and VTC Thoroughbred horse racing	9	0.45	8⅞	5.1
N. Y. Wire Cloth Co. Metal insert screening	9	1.00	19	5.3
Niagara Frontier Transit System, Inc. Serves Buffalo and Niagara Falls	6	†0.68	15	4.5
Northwest Natural Gas Co. Natural gas distributor	9	0.81	24⅛	3.4
Pacific Far East Line, Inc. Steamship service	6	0.60	9	6.7
Pacific Gamble Robinson Co. Grocery wholesaler	5	†0.78	15⅛	5.2
Park-Lexington Co. N. Y. C. real estate	9	10.00	175	5.7
Penn Fruit Co. Inc. Regional super market chain	9	†0.50	15⅜	3.3
Petersburg Hopewell Gas Co. Natural gas	9	†1.04	24	4.3
Piedmont Natural Gas Co. Operating public utility	5	0.50	13¾	3.6
Pioneer Natural Gas Co. Serves West Texas & Louisiana	*7	†0.86	25¼	3.4
Plastic Wire & Cable Corp. Plastic covered wire and cable	9	1.00	17½	5.7
Plymouth Rubber Co. Plastic and rubber specialties	9	0.25	10¼	2.4
Portable Electric Tools, Inc. Portable tools	7	†0.36	13½	2.7
Prestole Corp. Metal fastening devices	6	0.10	7½	1.3
Racine Hydraulics & Machinery, Inc. Pumps, valves, etc.	9	0.45	12¾	3.5

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

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Predicting the Predictor —A Stock Market Appraisal

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or 14 times earnings and yielding 3½%, bank shares hold promise of capital gain over the years.

President Kennedy's new policy of lifting yields on short-term securities and reducing yields on longer-term issues should prove helpful to bank earnings. Currently it is estimated that earnings for 1961 may be close to the record 1960 levels. Dividends have been increased by several banks in recent months, but payments are still conservative and secure.

Building Shares

The building industry is bound to receive continuing attention as an avenue of aid to the economy through governmental action. Home building sagged last year, but some improvement may be expected in 1961, reflecting easier money rates, large supply of mortgage funds and probably a step-up in slum clearance. Major projects will be promoted by the use of "matching" funds by the Federal government, especially in highway construction.

Labor-Saving Equipment

This includes office equipment as well as a wide variety of industrial machinery, particularly of the automatic type. High wage costs should continue to spur the demand for labor-saving devices. These industries would also be helped by any possible governmental aid through more liberal depreciation allowances.

Electric Utilities

These stocks have been in strong demand for a long time, because they provide an almost unique combination of growth plus defensive characteristics. While the long-term trend of stock prices in this group remains upward, many of them may have outdistanced near-by realities; hence, perhaps they should be bought only on sizable corrective setbacks.

Insurance Stocks (Fire and Casualty)

Insurance stocks have more than recovered from the effects of last September's hurricane, and have moved upward in anticipation of generally improved earnings in 1961. The merger movement made good progress in 1960, with weaker situations being acquired by stronger companies, and smaller companies acquired by larger companies. Besides the economies of consolidation, a spreading of risks both as to diversity and geographically is a favorable result of mergers. Many of the larger fire-casualty companies have raised their cash dividends in the past two years, and additional instances are likely.

Others

Besides such defensive types as banks, insurance and electric utilities, the following groups appear to merit investment attention: foods, drugs, tobaccos and telephone. American Telephone & Telegraph has turned in a very gratifying performance by more than doubling in price since its 1957 low. Part of the new interest in this stock is due to its belated acceptance as an electronic glamor issue. Publicity concerning the scientific achievements of Bell Telephone Laboratories no doubt played its part here. So did the stock split and increased dividend.

Probably, many of the oil stocks should be included as attractive; however, considerable care in selection is needed because of over-capacity in all areas of the petroleum industry, and the disturbing international situation.

In the "science" group there are many issues which from time to time may work out spectacularly. Technology pushes forward into new frontiers at an accelerating pace. New products contribute increasingly to the comfort of man as well as to sales and earnings of corporations. Industry must always be on guard against the pitfalls of obsolescence and decay. To remain successful, corporations must continue to spend huge sums on research to keep up with competition. Tremendous growth seems to lie ahead over the longer-term due to man's increasing knowledge and his ability to control his environment.

In the stock market, however, the environment is subject to change without notice because investors often tend to discount too far ahead.

There is an unwritten rule in Wall Street to the effect that investors should ride with the trend and not fight it.

In closing, I would amend that rule by calling attention to the fact that the stock market is always wrong just before a major reversal. That self-evident truth is often lost in the shuffle—in the fever of big speculative movements.

As usual, the stock market has been an early mover. It is now forecasting "big things ahead" for 1961. It is hoped that future developments in the business world will be up to the market's bright expectations, if not better.

*An address by Mr. Comer before the 11th Annual Financial Forum of the Farmers & Merchants Bank, Long Beach, Calif., March 23, 1961.

Presidential Stock Offered

Burnham & Co. headed an underwriting group making an initial public offering on April 12 of 150,000 shs. of Presidential Realty Corp.'s common stock at $6.75.

Net proceeds of the sale totaling approximately $830,000 will provide the company with equity money for building projects, two of which are presently under construction. Total cost of the planned developments, which include land, buildings and other costs, is estimated at $8,900,000.

Presidential Realty Corp. was organized in January, 1961, to acquire the outstanding stock of M. Shapiro & Son, Inc., which develops, owns and operates residential and commercial rental properties, and is also engaged in real estate "syndication" and property management for others. Wholly-owned properties of the company include seven apartments, all financed with FHA-insured mortgages, located in Connecticut, Pennsylvania, New Jersey and Kentucky. Partly owned properties are located in New York, Connecticut, Missouri and Ohio.

Total revenues for the year year ended Oct. 31, 1960 were $2,618,720 and net income, consisting primarily of capital gains was $535,761, compared with total revenues of $2,907,273 and net income, also consisting primarily of capital gain, of $431,897 for the previous fiscal year. The Shapiro Co. has paid regular cash dividends on its common stock since November, 1956. Since November, 1957 cash dividends have been paid at an annual rate of 50 cents per share and since November, 1959, a yearly stock dividend of 2% has also been paid.

Difference Between Listed & Over-the-Counter Trading

The exchange market is often referred to as an auction market because a stock exchange provides a focal point for the concentration of bids and offerings of potential purchasers and sellers for all securities listed on it. Genuine auction marketing in a security cannot be maintained, however, unless there is sufficient activity in it.

In those cases where less active securities are traded on an exchange, it devolves upon the stock specialist for each particular stock to create a market, in the absence of sufficient public orders to buy or sell, by, in effect though not in strict parlance, putting in an order for his own account. In other words, if you wanted to sell 100 shares of XYZ stock and the specialist had no order from anyone else to buy that stock, he himself would be expected to enter a reasonable bid on his own.

The continuity of any market thus created is largely dependent upon his financial resources and his willingness to thus risk his own money.

The Over-the-Counter Market

On the Over-the-Counter Market the situation is quite different. Here there are a tremendous number of dealer firms from coast to coast that interest themselves in making a market for unlisted and some listed stocks and bonds. Most of them can communicate with each other instantaneously through private telegraph wires or other facilities at their disposal.

Thus many over-the-counter dealer-brokers, in New York, for instance, will be doing business throughout the day with other dealer-brokers in Boston, New Orleans, Chicago, St. Louis, Denver, Los Angeles, San Francisco, Seattle and other cities from coast to coast. As an integral part of their operations dealer-brokers stand ready to buy and sell substantial quantities of the securities they are "quoting" and maintain inventories in them. Some firms, of course, choose to act solely as brokers and not dealers.

Because of competition, the spread between the bid and the asked figures on more active stocks is quite narrow. In less active stocks the over-the-counter dealer must find contra-orders if he does not wish to assume inventory positions in the securities involved. It is his business to know which other dealers in all parts of the country might have a buying interest in a given security.

One, five, ten, fifty or more over-the-counter dealers in different parts of the country may interest themselves in "making a market" for a given unlisted security. Prospects known to the first dealer, or known to those other dealers he contacts (either locally or in other cities), may often include individuals who are believed to have a buying or selling interest in the instant security, or investors who might be induced to buy.

The process of constantly seeking out buyers and sellers is characteristic of the Over-the-Counter Market.

A major characteristic, too, of the "counter" market is negotiation. If a gap in price exists after a prospect is found, the transaction does not die. Instead, negotiation ensues. The mere existence of a buy or sell order is the incentive for the "counter" dealer to find the opposite. The Over-the-Counter Market thus has no physical limitations.

As a practical matter, though, individuals in any city of 100,000 or more can frequently pick up a phone and call a dealer-broker and get an execution on an order

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Over-Counter Market–National Shopping Center for Securities

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	No. Consecutive Years Cash Divs. Paid	Cash Divs. Including Extras for 12 Mos. to Dec. 30, 1960 $	Quotation Dec. 30, 1960	Approx. % Yield Based on Paymts. to Dec. 30, 1960
Radio Condenser Co. Manufacturing electronic parts and components, variable condensers, auto push button tuners, military tuners	8	0.30	13	2.3
Ritter Finance Co., Class B Personal loans	9	0.28	5⅛	5.5
Savannah Electric & Power Co. Operating public utility	6	1.09	30½	3.6
Security Columbian Banknote Co. Engraving	5	0.45	9	5.0
Shulton, Inc., Cl. B Toiletry items	5	†0.97	65½	1.5
614 Superior Co. Rockfeller Bldg., Cleveland	8	2.00	44	4.5
Smith & Wesson, Inc. Pistols and revolvers	7	0.75	29	2.6
Sprague Engineering Corp. Aircraft equipment	6	0.40	10¼	3.9
Standard Milling Co. Class B, Voting Flour, grain and charcoal	7	0.20	3¾	5.3
Standard Register Co. Business forms	5	1.40	49½	2.8
Statler Hotels Delaware Corp. Owns former Statler properties	6	0.55	4¾	11.6
Steak 'n Shake, Inc. Restaurant chain	8	0.35	5¾	6.1
Sterling Discount Corp. Auto financing	9	0.60	8¾	6.9
Texas Industries, Inc. Aggregate, cement and concrete products	9	0.30	6¾	4.4
Title Guarantee Co. (N. Y.) Title insurance	9	1.54	30	5.1
Toronto General Insurance Co. Fire & casualty	*8	1.50	23⅜	6.4
United Transit Co. (Del.) Urban bus lines	9	0.60	5⅞	10.2
Utilities & Industries Corp. Water supplier	5	0.19	13⅞	1.4
Weco Products Co. Toiletries	8	1.00	15⅜	6.5
Western Kentucky Gas Co. Operating public utility	6	†0.69	19½	3.5
Western Utilities Corp. Holding company and publishing telephone directories	9	0.36	9¼	3.9
Wyandotte Chemicals Corp. Soda ash and related products	5	1.05	61	1.7

* Details not complete as to possible longer record.
† Adjusted for stock dividends, splits, etc.

Difference Between Listed & Over-the-Counter Trading

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for an unlisted security momentarily—often while the call is progressing.

Some "Counter" dealers sell directly to investors themselves. In other cases they may have a dealer following throughout the country consisting of retail firms that are always looking for securities that present good values to sell to their investor clientele.

Numerous exchange firms also deal in over-the-counter securities and any that do not must buy from or sell to an over-the-counter dealer to execute customers' orders for unlisted securities.

Many listed securities, too, are sold over-the-counter when the blocks are too large to make a quick orderly sale on an exchange possible.

An investor need not concern himself with the intricacies enumerated above, since his dealer-broker will obtain current market quotations on any over-the-counter stock or bond, and handle all details of purchase and sale.

The longer trading day in the Over-the-Counter Market is often a distinct advantage to the investor. On an exchange, securities can only be sold in New York between the hours of 10:00 and 3:30; in the Midwest between 9:00 and 2:30, and on the West Coast between the hours of 7:00 and 2:30. However, in most instances unlisted securities can be sold any time between 9:00 and 5:00 in the Midwest, and on the West Coast it's even longer than that. Dealer-brokers in the Over-the-Counter Market there are on the job from 7:00 in the morning until 5:00 in the afternoon.

Stock Exchange Commission Rates vs. Counter Dealer Charges

When an exchange-broker executes an order for you in an exchange-listed stock, he tells you the cost price as well as the amount of his commission on your confirmation slip. On the other hand the over-the-counter dealer more often than not buys from and sells to you "as principal" or on a "net" basis, as it is termed in the parlance of the securities business. This means his profit or loss is included in the price he quotes you and there is no commission charge shown on his confirmation. The over-the-counter dealer usually acts just as a merchant does in other lines of business. In other fields when you buy a set of dining room furniture, a fountain pen or what have you, the merchant sells it to you at a flat price and does not add any commission thereto. So with the "counter" dealer.

It is true that exchange commission rates more often than not are lower than the profit rates over-the-counter dealers are obliged to operate on. An important reason for this is the fact that the services of the over-the-counter dealer, besides frequently necessitating his taking the risk of an inventory position, include the extensive searching for matching bids and offers from potential buyers and sellers.

When a security is taken from the Over-the-Counter Market and listed on a stock exchange, over-the-counter dealers ordinarily lose interest in it, for they cannot make a profit trading in it at rates comparable to the commission charges of exchange firms. Though the "counter" dealers' profit rates may be somewhat higher, they may afford investors "better" prices than the less expensive service of exchanges.

Values

For one thing, the basic fact is that the price of over-the-counter stocks is not swollen by the premium the public is ordinarily willing to pay for exchange-listed securities. Then, too, active listed stocks and the exchange stock ticker system provide a ready vehicle for speculation and tend to center buying and selling decisions on short-term price swings in lieu of "real economic values." Many apparently buy stocks according to hoped-for price movement and not for true investment purposes, their interest being merely "where is the price going and when."

The mere fact that under the "exchange auction-specialist system" the spread between bid and ask prices is close or narrow is no indication that the investor gets good value when he buys or that the seller obtains a price in keeping with the intrinsic value of the stocks he wishes to sell. Intelligent investors are quick to recognize the fact that prices and values are two totally different things.

As pointed out before, the assumption of inventory positions is an integral part of the over-the-counter dealers' task. They must take the initiative in assuming such positions. Although they must be aware of and responsive to the foibles of their customers, they cannot without unwarranted hazard buy securities for inventory purposes unless they take cognizance of basic economic values.

Basic economic values may appear somewhat elusive, but they are nonetheless real. They consist of mathematical and non-mathematical elements. Some insights as to the real value of a stock may be gained by checking such things as its earnings and dividend records, book value and liquidating value. But the first three of these are tied to the past, and subject to the fact that accounting is an inexact science. And liquidating value may be largely of academic significance, if the corporation is going to continue in existence. The anticipated future average annual net income of a corporation may be capitalized numerically, but not without reference to many non-numerical concepts. These include the acumen, initiative, imagination and forcefulness of the officers and directors of the corporation. Speculation as to how the present and possible future products of a corporation will fare on the markets may be handled numerically only to a certain extent.

When an individual consistently purchases stocks without regard to basic economic values, he may at times make money, but sooner or later he will book losses. And although he may remain "in the market" for an extended period, he cannot do so after his capital is exhausted.

Inventory Positions

So it is with the over-the-counter dealer. If he habitually assumes inventory positions at prices out of line with basic economic values, the economic forces will in due time exhaust his capital and drive him from the scene. For survival he must be cognizant of the elements, listed above, which are determinants of the real value of the securities in which he is taking inventory positions. His prices cannot consistently be out of line with real values. Particularly in regard to the non-numerical elements which go into the making of the real value of a security in which he is to assume a position, he must, as a general rule, have knowledge superior to that of the lay trader.

Therefore, an important contribution of over-the-counter dealers who take important inventory positions results from the fact that their market pricing must be influenced definitely by intrinsic corporate value factors. They must stress value consciousness over quotation consciousness.

Officers and directors of

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the 14,000 banks and the major insurance companies of the country when buying or selling their own institution's stock for their own account do so almost entirely through over-the-counter dealers. Investment officers, of these institutions, too, are continually buying and selling government, municipal and corporation bonds and stocks through "counter" dealers for the account of their banks and companies.

Just as you get good or indifferent treatment and values from both large and small stores in other lines of business, so it is with over-the-counter dealers. It is not necessary for a firm to have a million dollars to be thoroughly trustworthy and to have good judgment with respect to investment values. Just be sure the over-the-counter firm or individual dealer you contemplate doing business with has a good reputation.

It is no exaggeration to say that both exchanges and the Over-the-Counter Market are vital to our economic life. Through the medium of stocks and bonds, idle capital of individuals, banks, institutions and the like flows into trade and industry and makes it possible for business to obtain the wherewithal with which to provide jobs for ever more workers at ever less human effort and at ever more remuneration. Savings thereby become an asset to society and not a problem. The beauty of it is that the capital needs of both big and small business alike can be thus served.

If it were not for the exchanges and Over-the-Counter Markets, investors of all types would find it almost impossible to quickly retrieve the capital they put at the disposal of governments, municipalities or corporations. This is one of the many reasons why it is socially important that those engaged in the investment business thrive.

AS WE SEE IT

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American business what it is today. As soon as $100,000 per year is passed the tax take immediately becomes 89% upon the increment. All above $200,000 the taxpayer must turn over 91% to the Federal income tax collector. Now historically it has been these gifted individuals, able to get their incomes into the higher brackets relatively early in life, who have contributed most to the growth of industry. It is not difficult to understand why such an individual today hesitates to take the risk and give up the energy involved in opportunities to increase his income and contribute substantially to the growth of American industry when at most he can hope to keep for himself but a trifling part of increments to his income.

Of course, joint returns, where they are available to the taxpayer, reduce the rate at which the tax take increases as income rises, but even in such cases the rates soon become virtually prohibitive. Joint income has only to pass $32,000 for the taxpayer to have to begin paying a full half of the increment to Uncle Sam. When it passes $100,000 a 75% rate begins to apply, and when $400,000 is passed the tax collector takes 91% of the increment. Suppose such burdens had been imposed upon the Fords, the Rockefellers, the Carnegies, the Morgans and the rest! Who would have built the giant enterprises and developed the production techniques that are the basis of our economic welfare today? Of course, all this falls most heavily upon the young and would-be growing enterprises, but the giants already of age suffer, too, and what is worse is the fact that they are led (we had almost said forced) into corporate practices which they normally would not adopt and which are not in the best interest of industry or the people of the country.

Tax Minimization vs Production

Conceded that there are ways for avoiding or reducing some of these tax burdens. But, one of the principal objections to the provisions of law is the fact that so much of the business man's time and energy is and almost must be devoted to seeking them out and making use of them. There, of course, are the so-called tax-exempts — that is the obligations of state or municipal obligations. Now there is a revival of the talk, of which much was heard in the earlier days of the New Deal, of stripping these securities of their tax-exempt status. Frankness compels admission that there are certain valid objections to the present state of affairs. The real problem here, however, is the rate at which the income from other types of securities is taxed when the higher brackets are reached. What tends to happen under existing circumstances is for capital to be drawn from constructive projects to political schemes which are not soundly based upon real public good.

There are other devices, too, often used to avoid some of the crushing load of taxation as soon as the volume of income is large enough to warrant it. One of the them is incorporation. The income of corporations is taxable at 52% (after the first $25,000) —a rate which is certainly not low but lower than some of the killing rates laid upon the higher brackets of individual income. But there are limitations to relief sought in this way. In the first place, any income paid out as dividends must bear the income tax rates of the individuals to whom it is paid —and this is in addition to the tax that has already been paid by the corporation. Incorporation is doubtless often quite in accord with sound business principles and fully in accord with the public interest. It is one thing, however, to incorporate for good and sufficient business reasons and quite another — or may be quite another — to do so for the purpose of minimizing income tax levies.

Capital Gain a Limited Advantage

Often closely related to incorporation is the practice of making use of the so-called capital gains provisions of the Federal law. This makes it possible at times to build up a business in relative immunity to the excessive individual income tax rates, but it requires an extraordinarily heavy degree of plowing back earnings — a refraining from the withdrawing of profits to the limit of the laws. Ultimate realization of such profits may be achieved at a maximum tax rate of only 25% —a figure far below that which might well have to be paid otherwise.

The heart of the problem, or an important aspect thereof, is that various practices and various courses of action are induced for tax purposes which certainly do nothing to increase the rate of economic growth. A certain rigidity is often injected into the operations of the capitalist which tends to reduce the efficiency of the operations of industry and trade. The complaint here, too, is less against the capital gains tax as such —although it has real defects —as against the highly progressive rates of taxing the ordinary income particularly of those in the higher income brackets.

Now, the difficulty, or one of the greatest of them, encountered in any attempt to promote basic change in these things is the fact that those most directly and heavily affected are individuals of considerable wealth and in the higher income brackets. Unfortunately, it is not easy to arouse much interest or sympathy for these groups among the great rank and file. The task though is not to ease the burden of any group or class, but to improve the efficiency of business generally and hence serve the public generally.

SECURITY SALESMAN'S CORNER

BY JOHN DUTTON

Try Again!

It is a well known fact that the greatest home run hitter of all time, Babe Ruth, also held the world's record for the most strikeouts by any player in the major leagues. He struck out 1,330 times. He also hit more home runs than any other major league player.

The other day a customer was in my office complaining that he had made so many mistakes in his timing that he was very disgusted with his operations in the market. Like many semi-investors he didn't have much knowledge about how to trade, but he thought he should have done much better. Said he "Every time I sell something it goes up, when I buy it goes down." This lament you hear in every brokerage office from time to time. What these people mean is, that NOT EVERYTHING they buy goes down and vice-versa when they sell—they just think it sounds good to complain, or it eases the pain of the good ones they missed, or there is some other motive behind the remark.

Don't Take the Present Era Too Lightly

I heard and saw a program on Television the other night that reviewed some of the high-lights in the life of the great humorist Will Rogers. There were pictures on the crazy doings in the 20's—prohibition, gang wars, stock market foibles, unpreparedness for war, depression, and all the great waves of mob madness that this nation is able to produce in a way that is unique in itself. Today our brokerage offices are crowded with people who want a "free ride" and a "fast buck," and more of them are appearing every day.

The other evening, and on a Sunday at that, I received a call at my home at 9 p.m., from a client who had heard about a "hot" new issue. He is a multi-millionare. He is a good account commission-wise. I have a slim chance of getting about 50 shares for all my customers. I told him this. He said "I'll take it." I replied: "If I get 50 shares how far do you think that will go among about 50 customers who want some?" The stock has never been on the market before, the company has been privately-owned, no one has seen a balance sheet or an income account, no one knows the offering price, or whether or not there will be a dividend. You add that up.

What Do We Do About It?

I said at the beginning of this piece, "Babe Ruth also struck out more times than any other player." But he kept on trying and he hit more home runs than any other. I am striking out a lot these days. I am not playing the highly speculative science and glamour stocks of small insignificant companies that depend upon a vast armament boom for their sustenance. I am not recommending highly marginal promotional stocks to my clients. When "hot deals" come along I use them to say "Thank you" to some of my better clients.

I am not breaking my neck trying to get into every little underwriting that someone asks me to check for him, so that I can pick up a few hundred shares in some selling group if I can get in; which in most cases is impossible. I am deliberately letting the "third strike" go by because I've got other things on my mind.

Service Your Investment Accounts

Some day the present financial merry-go-round will stop with a violence that is going to throw some of our present day "free riders" and amateur stock gamblers for such a wallop that they won't know how they got on the thing. These people do not make up the foundation for a sound clientele. In the past 30 years, ever since New Deal, Fair Deal and New Frontier politics, and governmentally incurred and sponsored, inflation, debt, and taxes have plagued this nation, we have been in an increasingly difficult and dangerous financial megalomania. The day of reckoning for this nation may be years hence. But meanwhile there are going to be ups and downs in the markets. Emotional buying of stocks based upon greed, and the desire to make a "killing" either out of outright promotions, or by individuals who think they can beat the market, will force many intrinsically valueless stocks to unwarranted heights, but the "tree doesn't grow to the sky."

Before we go bust for good, which may be after I am gone from this earth, we are going to have more "Bull Markets," more severe REACTIONS in "Bull Markets," more inflation, more real progress, and more romanticizing of a fundamentally incorrect way of life that is sponsored by our government and believed by at least a half of our people. There will also be some great opportunities to get rich on paper, go broke on paper, or you can just try to live a sane life in your own way and do your job the best you can every day.

I'll take the hard day's work, common sense, a strict diet, not too much emphasis upon what the papers say, and a few good customers who help me to make a quiet living and keep up with inflation. The rest of you boys do it the way you see it. Those who agree with me will let the "third strike" pass them by once in a while. I want to be around as long as I can just to see what darned fool nonsense we are going to think up next.

Form D. E. Liederman Co.

D. E. Liederman & Co., Inc. is engaging in a securities business from offices at 50 Broad Street, New York City. Officers are Donald E. Liederman, President and Secretary; M. S. Berman, Vice-President and Treasurer; and Carolyn Guffroy, Assistant Secretary. Mr. Liederman was formerly with First Broad Street Corp. and Russell & Saxe, Inc.

Form Alex McCoy Assoc.

TULSA, Okla. — Alex W. McCoy Associates, Inc. has been formed with offices in the McFarlin Bldg. to engage in a securities business. Officers are Alex W. McCoy III, President; Carl A. Moritz, Executive Vice-President; Robert H. Storch, and Kenneth E. Worrall, Vice-Presidents; Leroy B. Kirkpatrick, Vice-President and Treasurer; and Virginia Miller, Secretary.

THE SECURITY I LIKE BEST...

Continued from page 2

and operates refrigerated and general merchandise warehouses in Chicago, Detroit, Fort Worth, Kansas City, Omaha and Port Lavaca.

Its customers include such blue-chip corporations as: Campbell Soup, Libby, McNeil, Pillsbury, Standard Brands, Stokely-Van Camp, Swift & Co. and Wilson & Co.

One of its subsidiaries, *Tranin Egg Products Co. of Kansas City*, processes eggs, separating white and yolk for an impressive list of customers including Interstate Bakeries and other large users of egg products. Efficient new machinery — representing a considerable capital investment — has just been installed in Tranin's plant.

Edward Aaron Corp. also wholly-owned by U. S. Cold Storage, is one of the largest poultry processors on this continent; figures for the month of December, 1960, show a total of over 4,000,000 pounds of poultry killed, feathered, cleaned and packaged. These premium-quality chickens are then shipped to such top outlets as A&P, Bohack, Kroger and Safeway for sale under the well-known Aaron "Gold Bond" label.

This subsidiary's purchasing program was completely revamped by the new American Ice management. Formerly, the risks of open market purchases severely depressed profit margins. Today, however, Aaron buys 8 to 10-week old chickens under special contract with selected poultry farmers. Furthermore, the new Aaron plant in Noel, Mo., completed in late 1959, is termed "the world's most modern poultry processing operation." A second, smaller plant is located in Rogers, Ark. It is evident that the many U. S. Cold Storage warehouses are readily available to receive the completed poultry shipments from Aaron. The same, of course, is true of the egg products shipped by Tranin.

National Ice & Cold Storage Co. (owned jointly by American Ice & U. S. Cold Storage) serves the prosperous and fertile California Valley with ice plants and refrigerated warehouses in such cities as Fresno, Oakland, Sacramento, San Francisco, Stockton and Watsonville. Negotiations are now under way for a move to the vast Los Angeles area.

This company also distributes frozen foods and has developed a new process of dehydration by freezing and suction which can guard the full flavor of bananas and strawberries. National Ice has proven to the railroads that air blown ice-cooled cargo cars are best for preserving vegetables and the California grape on the long journey east.

Management is planning to sell two old plants in San Francisco and construct a large $2 million refrigerated warehouse to service the entire Golden Gate area. National Ice owns highly valuable tracts of land in downtown San Francisco and several acres near the capitol in Sacramento in addition to other properties. This real estate, although carried on the books at original cost price, is now worth considerably more and can be sold in order to pay construction costs or to acquire other companies.

Sales Totals for 1960

Consolidated sales for 1960 ($41,644,000) show the following percentages generated by the three units within the American Ice structure:

	Net Sales	
American Ice	$13,959,000	34%
U. S. Cold Storage	24,418,000	59%
Natl. Ice & Cold Strge.	3,267,000	7%
Net earnings		$607,773
Share net		*$1.76

*Based on 325,752 common shares outstanding on Dec. 31, 1960 and after dividends on 5,436 shares of 6% noncumulative preferred.

The share net figure compares favorably with the 1959 total net of $1.70 per common share, but no real comparison is possible since 1960 was the first year for which a consolidated report was filed.

A New Name

The management of this 63-year old company has decided that the title — *American Ice* — no longer reflects the variegated aspects of the firm's operations. For this reason, stockholders will be asked to vote on changing the name to *American Consumer Industries, Inc.* at the April 25 annual meeting. The former name will, of course, be retained for use in connection with ice manufacturing and distribution.

The Years to Come

Within the next few years, *American Consumer Industries, Inc.*, according to management estimates, should achieve over $100 million in total sales and between $3.50-$4.00 net earnings per share consolidated.

To attain this goal, it is evident that sales must expand for the existing subsidiaries and, in addition, new growth companies must be acquired which will add significantly to both sales and profits.

As mentioned above in relation to National Ice's properties, *the entire American Ice group owns valuable downtown and suburban real estate which is now worth many times more than original purchase cost.* Thus, new companies can be acquired with the cash generated through the sale of property—and, most important to investors, *without dilution* of common stock interests. Management is intent on guarding this compact equity base of only 325,752 shares in the years ahead. As earnings rise, this equity leverage will greatly benefit the common stockholder.

Diversification Moves

The large sales volume of the poultry company results, as is general in the food industry, in small profit margins. American Ice intends to move into more profitable fields. Negotiations are now going on for acquisitions in such areas as building machinery, wire and other steel products and various consumer products.

In addition to moves toward diversification, American Ice intends to fully exploit all its existing warehouse facilities. Thus, the Kansas City depot is now 100% utilized because of management's aggressiveness in obtaining business from the fruit and vegetable shippers in California. Full utilization is also the goal for every other storage warehouse. The company believes that ice-cooled railroad cargo cars can be a growing source of business over the coming years.

It is this willingness to change, to diversify, along with proven ability to expand traditional lines, that makes American Ice a "sleeper" growth situation.

Estimates for 1961

For 1961, consolidated net sales are estimated at over $50 million with net income substantially higher than the $1.76 per share earned in 1960—with an estimate of over $2 per share. This summer is expected to be much more normal than the cool months of '60 and ice sales should benefit in consequence. Strikes against California fruit farmers cut down last year's National Ice volume but are not expected to be a factor in 1961.

As of Dec. 31, 1960, long-term debt totalled $5,443,000 on a consolidated basis — $1 million of which was bank debt covered fully by a New York City obligation to American Ice for condemnation of company property. The current ratio then was 1.4 to 1 and total assets came to $26 million.

American Ice pays $1 in cash dividends yearly on the common shares. A 2% stock dividend was paid on Jan. 6, 1961. The company intends to retain as much cash in the business as possible. If earnings permit this year, a higher stock dividend may be declared — in addition to cash dividends paid.

Summary

This, then, is the picture at *American Ice*—a venerable firm that is still young in its vision and flexibility, with a solid foundation in traditional lines and a realistic program for profitable expansion and diversification.

An investment in American Ice common provides well over 5% in cash and stock dividends. As of Dec. 31, 1960, the book value of this company's common shares including deferred credits on the unamortized excess of equity in the net assets of subsidiaries was $30.46 per share. Obviously, the market has not yet realized the fundamental changes new management has brought about which tremendously enhance American Ice's future potential.

I believe that the common stock of *American Ice (American Consumer Industries)* provides the investor with a sound speculative opportunity to share in the substantial short and long term profit prospects of this dynamic enterprise.

Tech-Ohm Stock Offered

A public offering of 99,833 shares of Tech-Ohm Electronics, Inc. common stock was made by Edward Lewis Co., Inc., pursuant to a March 15 offering circular. Offering price was $3 per share.

Net proceeds from the sale of the common stock will be used for the purchase of new equipment; for advertising and promotion; for the purchase of raw materials for the manufacture of resistors and for necessary inventory in connection with the marketing of clamps and couplings. The balance will be added to working capital.

Tech-Ohm Electronics, Inc., a New York corporation, was organized in 1952 under the name Tech-Ohm Resistor Corp. Its name was changed on June 24, 1960 to Tech-Ohm Electronics, Inc. The company has been engaged in the manufacture and sale of resistors since its formation.

The company's resistors are utilized in systems designed for civilian use as well as in systems designed for military use. Sales for military use are made under prime contracts between Tech-Ohm and agencies of the United States Government and under subcontracts between Tech-Ohm and other companies.

Bank Term Loans and The Interest Rate Outlook

Continued from page 5

of foreign time deposits that left our banks in 1959 and early 1960 when a rate higher than our ceiling could be obtained from open-market instruments. But lifting the ceiling for deposits of foreign governments, monetary agencies, and central banks is not enough. We must be able to tap the huge reservoir of short-term corporate funds outside the banking system (most of which were once demand deposits) if we are to meet the future credit needs of our customers.

There are some inside and outside our fraternity who say perhaps we shouldn't make so many term loans, that we should match our demand deposits only to short-term self liquidating loans —in other words stop borrowing short and lending long. There is something to be said for this, but I should like to make a few observations:

(1) A regularly amortized term loan may be more liquid than a continuously renewed demand loan.

(2) The commercial banks today represent almost the only source of intermediate-term lending.

(3) The average quality of credit represented by term loans is superior to almost any other category of loans in the banks.

(4) The maturities each month of the year and the occasional prepayments provide a revolving fund of substantial magnitude.

(5) For most of the last two decades, the commercial banks of the country would have been loan-hungry if they had not been willing to extend credit beyond the traditional 90-day maturity.

Our crystal ball doesn't tell us what proportion of the projected increase will be in term loans; but in recent years, I am sure, the proportion has been increasing. If this trend continues, it will be well if a greater portion of our term loans can be covered by a body of time deposits that in a sense we can increase or decrease at will — by appropriate adjustment of rates. As you know, some European banks have sold intermediate-term debentures with maturities up to seven or eight years to cover their intermediate-term loans. There is no reason why this could not be done here except that (a) the rate would probably be too high, (b) as I have said before, there is almost no market for intermediate-term obligations other than the very commercial banks that would be issuing the debentures, and (c) most bankers dislike showing borrowings in their statements.

So, full circle, I come back to the point that, in order to finance the future demands for loans from our customers, we shall have to buy some of our raw material in the form of time deposits. For most bankers, to the extent that they have savings deposits, this is an old story. They may have made few term loans but they have made many mortgage loans and consumer credit loans which have deferred maturities and are in the nature of, if not in the form of, term loans. Our decision to buy the deposits of corporations derives from a similar motive.

The Business Outlook

And now, I should like to say something about the business outlook. At this point, I am reminded of what I think was one of the best cartoons of the last war. It may have—certainly could have—been one of Low's. It showed a little woman—sort of a British equivalent of the late Helen Hokinson's clubwoman—watching a British Tommy minding a barrage balloon. Only 10 feet or so of the cable could be seen below the English fog that obscured the rest of it. The caption had the lady saying, "How do you know that you have a balloon up there?" and the Tommy replying, "Lady, if I haven't, I have sure done the Hindu rope trick." With the fog that always obscures the facts upon which we try to make our judgments, we have the right to be as sceptical as the little lady.

Most economists looking into this murky atmosphere appear to believe that we are approximately at the low point of the current business recession. While the evidence is not conclusive and never is at turning points of business cycles, I share that view. The termination of the declining phase of the recession, however, may not mean that the recession is completely behind us. There is much debate about the speed and magnitude of the recovery when it comes. In the preceding recession the low point of the Federal Reserve Board index in April of 1958 was followed by a "V"-type recovery very symmetrical with the decline, so that seven months later the index had practically recovered the ground lost in the previous seven months of decline. In each of the recessions of 1948-49 and 1953-54, however, the index stayed at its approximate low for about six months.

It is, of course, possible that this recovery may be less dynamic than in 1958, if for no other reason than that the decline has been more moderate. Another possible reason is that the stimulus of a rapid increase in housing starts which aided the recoveries in 1949, 1954 and 1958 seems now to be lacking; another is that, in spite of recent encouraging indications, there is still some doubt that the outlook for automobiles and consumer goods generally for the balance of this year is wholly favorable. This view is based partly on a feeling that a rapid increase in consumer credit may not get under way for some months, and was buttressed by a recent report of the University of Michigan on consumer buying intentions. It found them somewhat less than buoyant. A third factor is the uncertainty of an early upturn in business spending for plant and equipment. These highly important sectors of the economy may very well have reached the end of their decline, but some months could elapse before they contribute vigorously to higher output and higher employment.

Recovery Factors

Among the factors favoring a vigorous recovery is the influence of the swing from inventory accumulation to inventory liquidation which has been greater this time than in any of the previous three post-war recessions; also the fact that defense contracts have been rising for some months and government - financed construction is moving up sharply. Moreover, the Federal Reserve was much prompter this time in changing from a policy of monetary restraint to one of ease; money is readily available and seems likely to remain so at least for the remainder of this year. There may also be some psychological stimulus — though not of the most wholesome kind — from the apparently widespread belief, rightly or wrongly held, that the present administration is committed to projects and policies that will inevitably lead to more inflation.

At some point of the recovery, possibly nine or twelve months from now, a serious question may arise as to whether "full employment" will be reached without additional government measures. The new Council of Economic Advisers apparently is working towards a target of no more than 4% of the labor force unemployed. If the subsequent improvement in business does not reduce the unemployment percentage to something approaching this figure, there doubtless will be much discussion of what additional government-induced stimuli can be provided. An important question then will be: how much inflation will result from such measures?

Interest Rate Outlook

And now I shall attempt to peer for a moment into the murk surrounding interest rates, a subject vital to us all. Unless I am wrong about the business outlook, bank lending rates should remain firm for the foreseeable future. Whether they will rise during the rest of this year probably depends upon the vigor of the business recovery. In 1958 there was a sharp upturn in rates shortly after the recovery began. In the 1954 recovery, the upturn was modest until the middle of the following year. My guess is that we are at or near the bottom of both long- and short-term rates and that both will be moderately higher by December.

Having said this, I would like to finish with another story which may apply to this and to any other predictions that I have made:

A famous engineer was on a hunting trip in the Rocky Mountains and early one morning spotted a bear too far away to shoot. He trailed the bear all day long and towards evening when both were tired, the bear went up a canyon with steep sides and encamped behind a huge rock. The engineer knew then that with dark coming on he would never get a direct shot at him but thought that he might be able to carom a shot off the wall. In common with all engineers, he carried a slide rule and a protractor, from which he proceeded to calculate the angles of incidence and coincidence, the wind drift, and probably even the air pressure at that altitude and the temperature at that time of the evening. In any event, thus prepared, he raised his gun and fired. His friend, to whom he was later relating this story, said, "Did you get him?" The engineer replied, "I did not! I missed the wall."

*An address by Mr. Sharp before the Louisiana Bankers Association's convention, Biloxi, Miss., April 10, 1961.

Brooks Instr. Common Is Sold

Andresen & Co. offered and sold on April 11 150,000 shares of Brooks Instrument Co., Inc. common stock of which 138,000 shares were offered to the public at $5.50 per share and 12,000 shares were offered to employees of the company at $5 per share. The company is a leading manufacturer of variable area flow meters, generally called "rotameters." The company's products are used in industrial and laboratory work in various fields, including chemicals, petroleum, atomic energy, missiles and processing industries.

The company intends to apply the proceeds from this sale to the financing of expansion of European operations, to carry increased inventories and other working capital purposes.

The company was incorporated in 1946 as Brooks Rotameter Co. and assumed its present name in 1960.

Capitalization at Jan. 15, 1961 and as adjusted for the sale of the 150,000 shares consisted of a $250,000 short-term bank loan, a $250,000 long-term bank loan, and 655,003 shares of 25 cents par value common stock.

STATE OF TRADE AND INDUSTRY

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steel demand. However, seasonal influences should be in effect through the second quarter.

One development is a general lengthening of lead time. And, while there is no real attempt to rebuild inventories generally, buyers are taking out at least token insurance against shutdowns from lack of steel.

But competition for markets continues to intensify. Some price cuts in cold-rolled strip were observed in the Midwest last week, and prices of some grades of stainless were also cut. In each case, those announcing the price breaks contended they were instituted to "meet the competition."

This indicates the price front, particularly on specialty products is on the shaky side. However, no broad movement on prices is expected at this time.

Rise in Steelmaking Rate Continues; Scrap Reflects Bullishness

Look for steel production this quarter to exceed the first quarter's output by 10 to 12%, *Steel* magazine said.

It estimates this quarter's output at about 22 million ingot tons. First quarter production of 19.7 million tons was up 4% from the previous quarter's output.

Weekly ingot production has risen steadily for four straight weeks, and the upturn is expected to continue. Output this week will slightly exceed the 1,648,000 tons that *Steel* estimates the industry poured in the week ended April 8.

The upturn is mostly seasonal. Better weather is spurring demand for products used in construction, road building, farm equipment, air conditioning, and pipelines. Canmakers will need larger quantities of tin plate as they step up production of containers for spring and summer food packs.

Bullishness attending the rising steel rate is being reflected in the scrap market. *Steel's* price composite on No. 1 heavy melting grade rose $1 to $39.67 a gross ton last week after leveling for a week. Previously, it gained six weeks in a row.

While steelmakers are cautious in predicting improvement, the metalworking magazine said, they admit the possibility of underestimating the recovery potential.

Steel said automakers can be counted on to give the steel industry more support than they provided in the first quarter.

Encouraged by rising sales and diminishing dealer inventories, they are planning on building about 435,000 cars in April, 7% more than were made in March. Second quarter schedules are tentatively set for 1.4 million cars, 18% more than were built in the first three months.

It will be several weeks before increased auto output is translated into new orders for steel, but some mills report that they are already receiving requests for April shipment of orders that were ticketed originally in May.

Last year, the auto industry continued to be the steel industry's biggest customer, the magazine reported. It took one-fifth of mill shipments of finished products.

Service centers still are the second best customer. The next five leading market groups (in descending order): Construction, containers, machinery (except electrical), contractors' products, and converters.

Steel said ore shipping on the Great Lakes will get a slow start this year because of near record stocks of ore on lower lake docks and in furnaceyards (66 million tons), sluggish blast furnace operations, and increasing availability of imported ores.

The bulk of the fleet isn't likely to get up steam until early May, even though the Sault Ste. Marie locks are scheduled to open April 15.

Off-the-record opinion of shippers points to a season tonnage not much larger than the 58.2 million tons shipped in 1958. Tonnage last year was 69.6 million.

Oremen expect pelleted taconite and jasper concentrates to make up a larger proportion of Lake Superior ore shipments this year. Last year, pellet movement was about 11.2 million tons, about 16% of total lake ore shipments.

Steel Production Data for the Week Ended April 8

As previously announced (see page 26 of our issue Dec. 22) the American Iron and Steel Institute has materially changed its weekly report on the steel industry operations. The revised formula no longer relates production totals as a percentage of the industry's operating rate based on the Jan. 1, 1960, over-all productive capacity. Instead, and effective Jan. 1, 1961, the output figures are given as an index of production based on average weekly production for 1957-59.

The revised method of reporting presents the following data:

Production for week ending April 8, 1961, was 1,696,000 tons (*91.0%), previous week's output of 1,632,000 (*87.6%).

Production this year through April 8, amounted to 21,654,000 tons (*83.0%), or 41.6% below the 37,067,000 tons (*142.1%) in the period through April 9, 1960.

The Institute concludes with Index of Ingot Production by District, for week ended April 8, 1961, as follows:

	*Index of Ingot Production for Week Ending April 8, 1961
North East Coast	100
Buffalo	80
Pittsburgh	82
Youngstown	65
Cleveland	90
Detroit	104
Chicago	96
Cincinnati	89
St. Louis	110
Southern	100
Western	107
Total industry	91.0

*Index of production based on average weekly production for 1957-59.

April Auto Production Expected to Start a Rise in Car Output

Despite a scattering of shutdowns causing an 8.5% decline in U. S. passenger car output this week, April auto production, tentatively slated for a 7% rise this month, will begin next week to experience the upturn from the first three months of the year, *Ward's Automotive Reports* said.

The nation's auto plants assembled 92,994 passenger car during the week ending April 7, a substantial improvement over the average week since the beginning of the year, but under the 101,571 of the previous week, and still at sharp contrast with 133,460 cars turned out in the same week last year.

Truck production, *Ward's* said, was up 11% for the week to 23,626, after 21,288 units for the previous week, and was equal to 85% of 27,748 trucks built in the same week of 1960.

The statistical agency said that the third week-long halt by Buick, Oldsmobile and Pontiac divisions of General Motors, paring GM output by 29% caused the week's decline in passenger car making, although other car makers closed five more plants.

Ward's said Chevrolet division closed its Tarrytown, N. Y. site for the week in an inventory adjustment; Ford Motor Co. suspended both car and truck manufacture at Norfolk and Los Angeles, and car making at Louisville. Chrysler Corp. closed its

Hamtramck, Mich. Dodge-Lancer-Valiant plant for the five-day period; American Motors Corp. lost part of the work day Monday when its Rambler assembly line at Kenosha broke down, and Studebaker-Packard remained on a four-day program.

But *Ward's* noted that six-day operations took place at Chevrolet's Willow Run Corvair plant, Ford truck sites at Lorain, Ohio and Louisville, and at the Wixom, Mich. Lincoln - Thunderbird facility.

Ford will close standard car making factories at Dearborn and St. Paul next week, but will continue the six-day program at Wixom and also at the Metuchen, N. J., Falcon-Comet plant. Chrysler was expected to halt only its Imperial line for the week. Other car makers planned for general activity.

Of the week's output, General Motors accounted for 42.2% of passenger cars; Ford Motor Co. 38.8%; Chrysler Corp. 10.6%; AM Corp. 7.1%, and Studebaker-Packard Corp. 1.3%.

Business Failures Down for Third Consecutive Week

Commercial and industrial failures, declining slightly for the third consecutive week, dipped to 343 in the week ended April 6 from 350 in the preceding week, reported Dun & Bradstreet, Inc. However, casualties remained slightly above the toll of 333 in the similar week a year ago and the 337 in 1959. As well, business mortality continued 16% above the pre-war level of 295 in the comparable week of 1939.

Liabilities of $5,000 or more were incurred by 300 of the week's failures as against 314 in the previous week and 292 last year. In contrast, small casualties with losses under $5,000 edged up to 43 from 36 a week ago. A total of 44 failing businesses suffered liabilities in excess of $100,000, rising from 41 in the preceding week.

The toll among construction contractors fell to 47 from 58, among commercial services to 30 from 35, and among wholesalers to 26 from 39. On the other hand, manufacturing casualties ran contrary to this trend, climbing to 71 from 56, and retailing rose slightly to 169 from 162. These two lines had heavier mortality than a year ago but construction, service and wholesale failures fell below 1960 levels.

Geographically, the week's decline was concentrated in four regions: the Pacific States, down to 71 from 80; the West South Central, down to 18 from 23; New England, down to 11 from 18; and the West North Central, off to 12 from 14. Contrasting increases prevailed in four regions, with the most noticeable rise in the South Atlantic, up to 42 from 31. Little change appeared in the Middle Atlantic States with 112 as against 111 or in the East North Central with 54 as against 55. Year-to-year trends were mixed, with four regions having fewer casualties, four having heavier casualties and one region's toll holding even.

Canadian failures rose to 56 from 23 in the preceding week and 39 in comparable week of last year.

Electric Output 2.4% Higher Than in 1960 Week

The amount of electric energy distributed by the electric light and power industry for the week ended Saturday, April 8, was estimated at 14,182,000,000 kwh., according to the Edison Electric Institute. Output was 19,000,000 kwh. above that of the previous week's total of 14,163,000,00 kwh. and 330,000,000 kwh., or 2.4% above that of the comparable 1960 week.

Lumber Shipments Were 3.4% Behind 1960 Volume

Lumber production in the United States in the week ended April 1, totaled 203,642 board feet, compared with 217,054,000 board feet in the prior week, according to reports from regional associations. A year ago the figure was 254,822,000 board feet.

Compared with 1960 levels, output declined 10.1%, shipments dropped 3.4%, and orders rose 3.1%.

Following are the figures in thousands of board feet for the weeks indicated:

	April 1 1961	Mar. 25 1961	April 2 1960
Production	203,642	217,054	254,822
Shipments	239,551	232,187	247,963
New orders	268,728	287,942	260,720

Freight Car Loadings Decreased 15.3% Below Same 1960 Week

Loading of revenue freight in the week ended April 1, 1961, totaled 505,917 cars, the Association of American Railroads announced. This was a decrease of 91,690 cars or 15.3% below the corresponding week in 1960, and a decrease of 84 675 cars or 14.3% below the corresponding week in 1959.

Loadings in the week of April 1 were 5,584 cars or 1.1% above the preceding week.

There were 10,808 cars reported loaded with one or more revenue highway trailers or highway containers (piggyback) in the week ended March 25, 1961 (which were included in that week's overall total). This was a decrease of 200 cars or 1.8% below the corresponding week of 1960 but an increase of 2,906 cars or 36.8% above 1959 week.

Cumulative piggyback loadings for the first 12 weeks of 1961 totaled 122,981 for a decrease of 185 cars or two-tenths of 1% below the corresponding period of 1960, but 38,039 cars or 44.8% above the corresponding period in 1959. There were 58 Class I U. S. railroad systems originating this type traffic in the current week compared with 51 one year ago and 47 in the corresponding week in 1959.

Intercity Truck Tonnage for Week Ended April 1 Was 6.6% Less Than Corresponding 1960 Week

Intercity truck tonnage in the week ended April 1, was 6.6% less than that of the corresponding week of 1960, the American Trucking Associations, Inc., announced. Truck tonnage was less than 1% ahead of the volume for the previous week of this year—up 0.3%.

These findings are based on the weekly survey of 34 metropolitan areas conducted by the ATA Department of Research and Transport Economics. The report reflects tonnage handled at more than 400 truck terminals of common carriers of general freight throughout the country.

Wholesale Commodity Price Index Shows Little Change for Week of April 10

Lower prices on butter, hogs, steers, lambs, and rubber offset increases on lard, some grains, tin, and steel scrap this week holding the general commodity price level close to a week earlier. The Daily Wholesale Commodity Price Index, compiled by Dun & Bradstreet, Inc., stood at 269.62 (1930-32=100) on April 10, compared with 269.78 in the prior week and 274.97 on the corresponding date a year ago.

Wholesale Food Price Index Edges Up From a Week Earlier

The Wholesale Food Price Index, compiled by Dun & Bradstreet, Inc., edged up somewhat in the latest week from the prior period, and it moderately exceeded that of a year ago. On April 11 it stood at $6.03, up 0.5% from the $6.00 of the preceding week, which was the lowest level so far this year. It compared with $5.95 on the corresponding date last year, for an increase of 1.3%.

Commodities quoted higher in wholesale cost this week were corn, barley, hams, bellies, lard, coffee, cottonseed oil, cocoa, and eggs. Lower in price were flour, wheat, rye, oats, beef, butter, potatoes, steers, and hogs.

The Dun & Bradstreet, Inc. Wholesale Food Price Index represents the sum total of the price per pound of 31 raw foodstuffs and meats in general use. It is not a cost-of-living index. Its chief function is to show the general trend of food prices at the wholesale level.

Easter Upsurge Not Quite Good Enough

Although last minute Easter shopping boosted over-all retail trade in the week ended on Wed., April 5 appreciably over the similar calendar week last year, sales just failed to match those of the 1960 Easter week. Some of the blame was placed on the early Easter this year and rainy cold weather over the weekend in some areas. As usual, best-sellers during the week were women's apparel, followed by men's and children's apparel and Easter food specialties. As a result, sales of most household goods suffered. Volume in new passenger cars remained below last year.

The total dollar volume of retail trade in the week ended April 5, was 5 to 9% higher than the similar calendar week last year, according to spot estimates collected by Dun & Bradstreet, Inc. Regional estimates varied from the comparable 1960 levels by the following percentage: Pacific Coast +10 to +14; Middle Atlantic +8 to +12; East North Central and East South Central +5 to +9; Mountain +4 to +8; New England and South Atlantic +3 to +7; West North Central and West South Central +1 to +5.

Nationwide Department Store Sales Up 5% From 1960 Week

Department store sales on a country-wide basis as taken from the Federal Reserve Board's index for the week ended April 1, 1961, showed an increase of 5% above the like period last year. For the week ended March 25, an increase of 7% was reported. For the four weeks ended April 1, 1961, an 8% gain was reported.

According to the Federal Reserve System, department store sales in New York City for the week ended April 1 showed a 5% increase over the same period last year. In the preceding week ended March 25 sales showed an increase of 12% from the same week in 1960. For the four weeks ended April 1 an 8% increase was reported above the 1960 period, while Jan. 1 to April 1 a 4% decrease occurred.

H. L. Wolfe Opens

PHILADELPHIA, Pa.—Harold L. Wolfe is engaging in a securities business from offices at 46 West Washington Lane. He was formerly sales manager for Walnut Securities Corporation.

J. H. Stark Opens

FLUSHING, N. Y.—Joseph H. Stark is conducting a securities business from offices at 188-20 Union Turnpike.

Hill, Darlington Branch

MIAMI BEACH, Fla.—Hill, Darlington & Grimm has opened a branch office at 1891 N. E. 164th Street under the management of Lee B. Peterson, Jr.

Annett Branch in Montreal

MONTREAL, Can.—Annett & Co. Ltd. have announced the opening of a new branch office at 129 St. James Street, West, with J. B. Whitely as resident director. J. A. Senecal and P. O. Shannon are also associated with the new office.

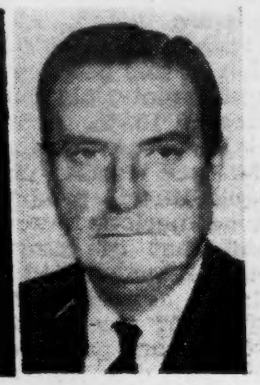
New Officers of the NYSE

J. Truman Bidwell, Vice-Chairman of the Board of Governors of the New York Stock Exchange, has been nominated to serve a one-year term as Chairman. Mr. Bidwell was elected to the Board of Governors in 1958 and named Vice-Chairman in 1959.

Andrew M. Baird

Howard E. Buhse

John J. Sullivan



J. Truman Bidwell

James Campbell, Jr.

Benjamin Einhorn

Walter S. Robertson

The Nominating Committee, headed by Robert L. Cahill of Cahill, Smith & Gallatin, nominated six new Governors for three-year terms:

Andrew M. Baird, Vice-President and Director of A. G. Becker & Co., Incorporated, Chicago. Mr. Baird has served both as a Governor and Vice-President of the Investment Bankers Association and is presently a member of the Board of Governors of the National Association of Securities Dealers.

Howard E. Buhse, a partner in Hornblower & Weeks, New York City. Mr. Buhse served as Chairman of the Board of Governors of the National Association of Securities Dealers in 1951 and as Governor of the Bond Club of Chicago in 1958.

James Campbell, Jr., a partner in the specialist firm of Marks & Campbell, New York City. Mr. Campbell began his career as a page on the New York Stock Exchange. He became a member of the Exchange in 1944, was appointed a Floor Official in 1959 and was a member of the 1960 Nominating Committee.

Benjamin Einhorn, a partner in the specialists firm of Astor & Ross, New York City. Mr. Einhorn also entered the securities industry as an Exchange page. He has been a member of the Exchange since 1929 and served on the Exchange's 1957 Nominating Committee. Mr. Einhorn is a member of the Advisory Committee of the New Jersey Bureau of Securities and is Co-Chairman of the Wall Street Division of the Federation of Jewish Philanthropies.

Walter S. Robertson, a partner in Scott & Stringfellow, Richmond, Va. Mr. Robertson has held important Government assignments under three Presidents. In March 1953, Mr. Robertson was appointed by President Eisenhower as Assistant Secretary of State for Far Eastern Affairs and held this position until July 1, 1959.

John J. Sullivan, President of Bosworth, Sullivan & Company, Incorporated, Denver, Colo. Mr. Sullivan, a member of the Exchange since 1949, is past President of the Association of Stock Exchange firms; past Chairman of the Natioinal Association of Securities Dealers and former Governor of the Investment Bankers Association. He is a Knight Commander of St. Gregory the Great and a Knight of Malta.

Three Governors were re-nominated to serve three-year terms: John A. Coleman of Adler, Coleman & Co.; Henry M. Watts, Jr. of Mitchell Schreiber, Watts & Co.; and, James F. Burns, Jr. of Harris, Upham & Co.

Total membership of the Board is 33 including three Governors appointed as representatives of the public. Elections will be held on May 8.

Re-nominated to be Trustees of the Gratuity Fund, from which payments are made to the families of deceased members of the Exchange were: Charles B. Harding of Smith, Barney & Co. and William D. Scholle, an individual member.

The 1961 Nominating Committee aslo proposed the following to serve on the 1962 Committee:

Joseph L. Gitterman, Jr. of Arden & Gitterman; Stanley Hesse of H. Hentz & Co.; Carl N. Miller, Jr. of Bache & Co.; James F. Nick, Jr. of J. F. Nick & Co.; Lorraine F. Pitman of Laidlaw & Co.; Albert B. Tompane of Benton & Co.; John W. Callaghan of Goldman, Sachs & Co.; Allen J. Nix of Riter & Co.; and, Avery Rockefeller, Jr. of Dominick & Dominick.

In addition to Mr. Cahill, the 1960 Nominating Committee included:

William V. Couchman of Winslow, Cohu & Stetson Inc.; John W. Dayton, Jr. of Clark, Dodge & Co.; Richard deLa Chapelle of Lee Higginson Corp.; George C. Dinsmore of Stokes, Hoyt & Co.; Robert Le Brecht of R. W. Pressprich & Co.; Herman N. Liberman, Jr. of Warner, Jennings, Mandel and Longstreth; Robert A. Powers of Smith, Barney & Co. and Milton S. Steiner of Steiner, Rouse & Company.

Technology Will Cope With Resource Deterioration

Continued from page 19

President's Materials Policy Commission noted, in the first 50 years of this century the population of this country grew by 99%, while materials consumption increased 153%. According to work at Resources for the Future, Inc., the **per capita** consumption of agricultural products over the same period increased by 26%, and that of minerals grew by more than two and three-quarters times. Specifically, between 1900 and 1957 **per capita** consumption of iron ore grew from 0.7 ton to 2.7 tons; copper, from 4.7 pounds to 14.6 pounds; salt, from 82 pounds to 282 pounds; phosphate rock, from 7.7 pounds to 47.8 pounds; petroleum, from 22 gallons to 732 gallons; and natural gas, from 3,000 cubic feet to 62,000 cubic feet.

These figures, showing a multifold expansion in every instance, are, however, only a partial explanation of the over-all increase in per capita materials consumption. The kind of growth just described has been paralleled by an equally significant increase in the range of materials now consumed. According to S. G. Lasky of the U. S. Department of the Interior, "Fully 30 different metals and minerals came newly into use, or moved from casual into quantity commercial production, in the 25 years between World War I and World War II. About 25 additional new items have found a place in present technology or are being investigated and developed for the technology of the future."[3]

This widening area of needs and intensification of pressure on resources extends beyond material resources alone. There is also increasing "per capita" use (in the sense that the increase is greater than that in population growth) of the recreational facilities offered by the land. Thus, visits to national parks grew by more than 450 times between 1904 and 1956. This is a crude measurement of what we are interested in, to be sure, but it does serve to indicate the intensification of recreational needs in relation to natural resources. And, of course, it is much more remotely a result of technology, reflecting the increased leisure brought about by higher productivity and the consequent reduction in working hours, the productivity gain being due basically to technological progress.

So much for technology as a resource "devourer." It is also—and this is the unfortunate aspect — a "degrader" of resources as well. Atmospheric pollution is one example. Our technological bent for individual automotive transportation, with the resultant concentration of thousands of car engines emitting pollutants as they function inefficiently in the crowded traffic of our urban centers, has made this item of resource degradation at present the best known.

Not far behind as a subject of public clamor is water pollution. Here I do not speak of pollution from sewage, for this is not the result of technological progress but the failure to apply it.[4] The pollution that properly belongs in this discussion of the effect of technological progress on resources is industrial pollution of water. The pulp mill, the refinery, the chemical plant, the metallurgical plant and many mines and manufacturing enterprises may lower the quality of the water they use and return to a stream. Here the emphasis is more on the esthetic rather than the material resource values. An oily, saline foaming or acid stream may be an eyesore and unsuited for recreational use—certainly for fishing, and also for sheer enjoyment as a scenic element.

The one thing all these examples have in common is that they are rather easily reversible. The means and knowledge exist for the deleterious effects on the atmospheric and water resources to be curbed and even eliminated. This is not true of my final example—the effect on the land itself of what has come to be called the "urban sprawl." What is pertinent here is not the expansion of suburban development due to population growth, but the character of that development as a reflection of our technology: again, in this instance, the automobile, and its first cousin, the bulldozer.

Thus it is not the fact that more land is required to house a growing population, or even that perfectly good agricultural land is being covered with 80% concrete slabs and asphalt roads and 20% grass. The important thing, on the esthetic score, is that the value of the landscape itself as a resource is being destroyed, in most instances without even the smallest percentage of it being retained in parklands. Although this is not absolutely irreversible, the time scale that would be required to restore some of what is being destroyed is far greater than that for "depolluting" the stream.

The Current Pace of Technological Progress

I turn now to a final point in the discussion of the relation between technology and resources. Thus far I have made repeated reference to the development of technology—to the fact that technology is not static over time, but builds on itself and moves forward.

This fact has, in my opinion, immense significance for us of the present, for I believe that we are at a turning point in the technological history of mankind. We are all familiar with the speed-up in the rate of technological change that has occurred in the past two centuries. It has been said that in the last century man has achieved 90% of his technological progress during the 5,000 years of historical time.

Part of this can be ascribed to institutional changes that have made innovations more readily acceptable; but the basic force behind the acceleration has been the nature of scientific advance. The greater the sum of acquired knowledge, the more possibilities are opened for the acquisition of new knowledge. Thus the growth of knowledge is exponential. Similarly, the application of knowledge in the field of technology leads to the same type of growth. The more advanced the technology, the greater the opportunities for further advance and the more rapid the rate of advance.

In the period since World War II this acceleration in the rate of technological advance has become almost awesome. The population explosion that is currently of such great concern in the world has been paralleled by (and indeed, caused by) a technological explosion, the implications of which are not yet fully appreciated. A chemical executive has remarked that 15 years from now he expects his firm to be making most of its profits from products that have not yet been discovered. When such changes can be expected in the comparatively short time of a decade and a half, one must be cautious indeed in attempting to look farther into the future. Anything can happen — and probably will!

The Resources Outlook

The foregoing constitutes a background for a look at the resource needs of this country in the future. I have tried to emphasize that technology is the key element. Unless proper allowance is made for at least these technological developments that can be foreseen, an attempt to project into the future may fall into serious error. Thus, the work at Resources for the Future has avoided wherever possible the rigid projection of trends, or mere statistical extrapolation. The essence of such procedure is the assumption that whatever forces prevail now will continue to prevail in the future. This is certainly likely for the very near term, but the longer the future period one considers, the lesser this likelihood becomes, especially in the midst of the technological explosion. I shall devote the remainder of this paper to a summary of the resource outlook in the United States that has been built up by the various studies conducted by Resources for the Future, one of which is still in the writing stage.

Energy Resources—Let me first turn to energy resources, the subject with which my own work has been concerned.[5] We chose the year 1975 as delimiting the period in the future for which it would be possible to make detailed and meaningful estimates of the energy needs of the United States. The year itself should not be taken literally, however.

We estimate that energy consumption in 1975 will be 88% greater than in 1955, compared with an increase of 119% in Gross National Product and 41% in population. Energy consumption thus grows more than twice as much as population, but falls considerably short of the increase assumed for Gross National Product. We excluded nuclear energy from the estimates because the uncertainties concerning the timing of economic atomic power are still very great. At present, one can say little more about the place of atomic power in 1975 other than that it seems clear it will not be an important component of energy at that time.

Among the fuels the largest increase is found for natural gas, from 9.6 trillion cubic feet in 1955 to 19.9 trillion in 1975, a gain of 107%. Oil and natural gas liquids (liquid hydrocarbons) are estimated to grow by 197%, from 3.0 billion to 5.9 billion barrels. Bituminous coal is third, with an estimated increase of 75%, from 431 million to 754 million tons. The greatest increase by far, however, is not for a primary fuel but for electricity, which is estimated to increase by 211%, from 633 billion to 1,966 billion kilowatt-hours. Only anthracite is estimated to decline, from 20 million tons in 1950 to 14 million tons in 1975, a drop of 30%.

Such differences between the growth rates in the consumption of the various energy sources have also existed in the past, but the differences noted above are far smaller than at times in the past. By the standards of recent history they are, in fact, very close. Between 1940 and 1955 bituminous coal consumption declined by 2%, while petroleum use rose 129% and natural gas usage 238%.

Without getting involved in detail, it is possible to account for this difference with the reasons for the previous disparate growths. Bituminous coal has been losing its markets to oil and gas for several decades. The most dramatic loss was the conversion of railroad locomotives from steam to diesel power, which had been preceded by the conversion of marine transport from coal to oil fuel. Similarly, in space heating both oil and gas made serious inroads into coal usage. Now, however, the bulk of these conversions has been accomplished; at the same time, coal is left with its most important usage—electricity generation. The high rate of electricity growth thus serves to buoy up coal demand and leave it with a growth rate much closer to that of oil and gas.

Because of this, the pattern of energy consumption by source in 1975 should be little different from that of 1955: bituminous coal and natural gas each accounting for about one quarter of the total, oil and natural gas liquids somewhat more than two-fifths, hydropower less than 4%, and anthracite less than 1%. The change in these proportions for the 20-year period is less, incidentally, than the changes between 1950 and 1955.

Nuclear Power Would Hit Coal

Suppose, however, nuclear energy were to develop significantly by 1975, what would be the effect on the above pattern? The forecasting of nuclear power is essentially a matter of guessing when it will become competitive. Many different estimates have been made, but the consensus appears to be that competitive nuclear power is not likely before the end of this decade, and then only in regions with high energy costs. The most reasonable guess is that nuclear power could possibly account for as much as 10% to 15% of total electricity production. Since electricity is estimated to account for almost 25% of the consumption of primary energy sources in 1975, atomic fuels would, on this basis, replace from $2\frac{1}{2}$% to $3\frac{3}{4}$% of the total of conventional energy sources used in that year. Coal would, however, absorb the major impact, since in our estimates it will account for almost two-thirds of the energy consumed in electricity production in 1975. If nuclear power were entirely at coal's expense (setting the limit on the possible effect), between 75 and 110 million tons of coal use would be replaced in 1975.

This would be a serious impact on the coal industry. It is not enough to upset the growth in coal use projected through 1975 which is in such contrast to coal's history in the preceding decades, but it is an ominous indication of what effect atomic energy may eventually have on coal consumption. If the current campaign to establish a national fuels policy is successful, this is one of the possibilities the policymakers will have to consider.

Reason for Underestimates

What about the domestic supply of energy sources to meet these projected needs? In our work on this subject we found that the failure to take account of future technological progress had led other estimaters to consistently underestimate both the total quantity of the energy resources of this country and the yearly productive capacity they could sustain. Contrary to the widely held opinion that the productive capacity for oil and gas will diminish before 1975, and that the costs of all energy sources will rise, we believe that the energy needs described above could be met from domestic sources **at no increase in costs measured in constant dollars.**

I should make clear that this is not a prediction of what will happen. It could take place only if appropriate administrative decisions by industry and policy decisions by government were made between now and 1975. A national fuels policy, if it is adopted, would be a most important determinate here. Considering only the resource position and the technology that can be applied to those resources, however, we see no reason why constant-dollar costs should rise.

In a separate study covering all resources which is still in progress, Resources for the Future is attempting to appraise the outlook to the end of the present century. Here ample acknowledgment is made of the pitfalls inherent in projections for 40 years into the future. Small differences in the economic parameters can lead to wide differences in results over such a period. For this reason, and to allow also for the great possibilities, as yet unknown, in technological progress during the period, the estimates are given as a range.

Submits Own Corrected Estimates

Tentative results yielded by this study are as follows:[6]

The demand for coal in 2000 is seen to range from 383 million to 1,921 million tons. The low figure reflects possible improvements in the efficiency of coal use, and the use of atomic energy. The high figure is two and one-half times greater than the estimate for 1975 given above.

Oil use in 2000 is estimated to range from 6.92 billion to 17.90 billion barrels, either no increase or a three-fold increase over 1975.

Natural gas demand in 2000 ranges from 21.6 trillion to 59.7 trillion cubic feet, representing a 9% to three-fold increase over 1975.

What do such consumption levels mean in terms of domestic capability? Known coal resources are quantitatively sufficient to take care of even demands of 2 billion tons a year at the end of the century. Whether it could be done at no cost increase is doubtful, however, unless radical new techniques were developed. Oil and gas resources are another matter—even our own optimistic view of these resources in the 1975 study could not support the high range of demands given above. On the other hand, there exist alternative sources, such as oil shale and other hydrocarbon-bearing rocks, that could constitute an important source of liquid and gaseous fuels in this country at the end of the century. Such a shift to another source would likely entail little, if any, cost increase over the long term.

All of this is without regard to foreign sources of supply. It appears that the world is only beginning to find the true extent and magnitude of its hydrocarbon resources. If one assumes that these resources will be freely available to all consuming countries, there should be ample supplies for all through the end of the century, even allowing for substantial growth in consumption in the rest of the world.

Technological Breakthrough

Beyond all this, moreover, is the ferment currently going on in the technology of energy use. Suddenly, phenomena and techniques hitherto known only as laboratory curiosities, some for decades, are now being intensively investigated as new means of economic energy utilization. The fuel cell, thermoelectricity and magnetohydrodynamics are three promising avenues to more efficient use of fuels and electric power. The pattern of energy use several decades from now will be in large part determined by the progress made in these new fields and the applications in which they turn out to be most useful.

Non-fuel mineral resources — The resource appraisal being undertaken by Resources for the Future has also included a look at the other mineral resources. As might be expected, the findings

3 S. G. Lasky, "Minerals, Defense and Growth," *Challenge*, August-September, 1958.

4 But I should acknowledge an exception. The recent widespread introduction of liquid detergents in the place of soap *is* a product of technological progress that is causing pollution from sewage despite treatment. It cannot be removed with current techniques, and a downstream user may find that his water has a tendency to foam as it comes out of the tap.

5 Schurr and Netschert, *op. cit.*

6 See J. L. Fisher and Edward Boorstein, "The Adequacy of Resources for Economic Growth in the United States," *Study Paper No. 13*, Joint Economic Committee, 86th Congress, 1st session, Dec. 16, 1959.

indicate potentially very large growth indeed in the demand for many mineral raw materials, while at the same time, technological advance and the development of substitutes could cancel out such growth or even reduce the need for a given mineral.

Results for the current three leading metals in tonnage used indicate the range of possibilities. Consumption of iron ore in this country in 1980 could range from 5% below the 1957 level to more than twice that level; and in the year 2000 could be as little as 11% below 1957 or almost five times as much. For copper, 1980 consumption could range from 30% more than 1958 to almost five times that year, and in 2000, from 80% over 1958 to almost 15 times as much. For aluminum the 1980 figure could be from 2 to 12 times that for 1958, and in 2000 from three and one-half to 40 times the 1958 figures, depending on the assumptions.[7]

These are wide ranges and large figures, indeed. Although declines or modest increases may be registered for particular minerals due to more efficient use or substitution away from them, it is clear that the pressure of demand on the mineral resources of this country and of the world will be greatly intensified in coming decades. What will be the result?

Although quantitative knowledge concerning mineral resources is highly imperfect, two conclusions can be drawn with fair certainty. First, there is no reason to believe that the world as a whole will ever "run out" of a particular mineral, in the sense that the last ton, pound or ounce that can be found will have been produced. There will always be materials at some level of concentration that can be worked — if necessary, as we saw earlier in this paper, it can be ordinary igneous rock.

Second, although the necessity to turn to inferior sources for a particular material could result in a significantly higher cost of that material, a higher cost is not an automatic consequence. In another study made at Resources for the Future, which examined the cost and price of copper for three-quarters of a century, it was found that the real cost of copper could not be said to have risen over the period.[8] Yet during that period the average content of the copper ore being mined declined from 10% or more to less than 1%. Apparently, technological advance has generally kept pace with a progressive decline in the quality of the resource.

Land Resources

I turn now to land resources. Here I draw upon a Resources for the Future study which attempts a projection of land use in the United States to the year 2000.[9]

The total area of land is, of course, fixed. Thus, any increase in land use within one category or for a given purpose must mean a decrease within another category or for another purpose, and the net changes must balance out.

As projected, the major increases in land use categories by the year 2000 occur in uses for urban purposes and public recreation. Cities will occupy almost two and one-half times as much area as they did in 1950, and public recreation will take a bit more than double its 1950 area. Reservoir area is projected as doubling, and wildlife areas increase by 43%. These increases will occur chiefly at the expense of the "residual" category — desert, swamp, etc.—which will decrease by 29%. The remainder of the shift is taken up by decreases of 4%, 6% and 3%, respectively, in agriculture, forestry and grazing.

Although the shifts in urban and recreation use entail large percentage changes, this results in no significant change in the over-all pattern of land use, due to the enormous preponderance of agricultural and associated uses in the total. Thus, in 2000 these uses still account for 86% of the total; public recreation use is only 5% and urban use a bit more than 2%.

The implications and significance of these figures can best be summarized by quoting the conclusions of the Resources for the Future study:[10]

"(1) Large shifts in land use, from one major use to another, are unlikely in the future, at least up to 2000.

"(2) But some changes in major uses of land will take place. They will tend to be localized, but there the change may be large or complete—for example, when a city grows and absorbs farm land.

"(3) Changes in major land use in the future will be made with more difficulty and will be accompanied with more stresses and strains, public and private, than past shifts in land use. As uses have become more firmly entrenched on a given tract, they can be displaced only with more difficulty.

"(4) Change **within** each land use is likely to be more important than change **between** land uses. The area of land used for agriculture will change comparatively little, but the intensity of its use will change greatly. The same is true, in general, for all land uses. The intensive margin of use will be more important, comparatively, than the extensive margin."

Note in the last item the point stressed earlier in this paper, namely, the significance of technological change on future resource needs.

Water Resources

I come now to the last of the resource categories—water. Here it is probably most difficult to discuss future needs and supply in brief fashion. Indeed, "supply" and "demand" in the aggregate defy the simple definition; the problem of measurement alone is highly complex except at a specific site. Only now is the subject getting the study and analysis that is needed.

The fundamental difficulty stems, on the demand side, from the possibility of indefinite re-use, and on the supply side, from the wide temporal variation in availability, which can be modified by storage. This calls for a distinction between "withdrawal," which is any use, and "disappearance," which is a use that precludes further use because the water does not again become available. A second distinction must be made between supply with and without storage, and supply at any one time, on the average, or over a period of time.

Any attempt at measuring needs, moreover, must take into account the different quality requirements of different uses. Water suitable for cooling may not be suitable for agriculture, which may not be suitable for drinking, which in turn may be too impure for specialized industrial use.

I think I have said enough to indicate that a figure of X gallons a day as the water needs of the United States compared with another figure of Y gallons as the water supply has little meaning unless accompanied by a rather thorough explanation. Thus I offer no figures here but refer those interested to a Resources for the Future study done with the cooperation of all interested government agencies for the Senate Select Committee on Water Resources.[11]

Problem of More Efficient Use

The problem appears to be one of making more efficient use of the available supply through multiple use and re-use, and through control of stream flow so that this becomes possible. Pollution abatement is obviously a key aspect here. Conservation in the sense of avoiding economically avoidable waste has an important place, also. Adequate water supply in the future, when, where, and of the quality needed is less a matter of adequate resources than of appropriate management of those resources.

The necessary technology already exists, but there are in addition developments in sight that offer the possibility of greatly augmenting the supply of fresh water afforded by the environment. These developments are not unfamiliar. The Department of the Interior is now engaged in a large-scale pilot plant program to test the various methods of water demineralization. Several techniques are feasible; the need is to reduce costs to the point where one or more of the processes can produce fresh water competitively with conventional sources. Although success may not be achieved soon, there is a good chance that before the end of the century underground reservoirs of brackish and saline water as well as the ocean itself will be supplying fresh water on a large scale.

A second development is the recently indicated possibility of "rainmaking" or weather control. At present the technology is considerably behind that of water demineralization. It is still a matter of controversy whether rain can be induced that would not have occurred anyway; nor is there yet an adequate explanation of what actually happens in "rainmaking." The prospects, therefore, are as yet wholly unforeseeable. The potential offered consists in the possibility of complete control over the weather, inducing rain where and when it is wanted, preventing it when and where the rainfall is already adequate, and thus evening out regional differences in water supply. (The attainment of this technological triumph would, however, raise more problems than it solved; the legal implications of current "rainmaking" activities are already demonstrating the limitations of current law.)

Resources and the Long-Term Future

The foregoing remarks present an optimistic outlook with respect to resources. The theme I have stressed is that the physical world is, indeed, our oyster. We are rapidly attaining the position, with our technological prowess, of being able to consider our entire environment as a source of materials. Our consumption of energy and of some materials is destined to rise, even by the end of the century, to levels that are at present incredible. A century and more from now the world is likely to bear much less resemblance to what it is now than the present world does to that of 1860. This being true, the most wide-ranging speculation concerning resource needs is inadequate. Whatever the needs of the long-term future may be, however, they will be adequately met. I put my faith in technology, not as a **mystique**, but as one of the shining new facts of our era. Our breakthrough into space is, I think, symbolic of our emerging ability to break away from all the old limitations of the past, including the limitations of resources.

7 Fisher and Boorstein, *loc. cit.*

8 Orris C. Herfindahl, *Copper Costs and Prices: 1870-1957* (Baltimore: Johns Hopkins Press, 1959).

9 Marion Clawson, R. Burnell Held, Charles H. Stoddard, *Land for the Future* (Baltimore: Johns Hopkins Press, 1960).

10 Clawson, Held, and Stoddard, *op. cit.*, pp. 476f.

11 Senate Select Committee on National Water Resources, 86th Cong., 2nd Sess., "Water Supply and Demand" (Committee Print No. 32).

*Based on an address by Dr. Netschert, then Senior Research Associate, Resources For the Future, Inc., before the National Workshop on Economics for Business Education Teachers, Montclair State College, Montclair, N. J.

Charity Drive Officials

Orie R. Kelly of G. H. Walker and Company has accepted the general chairmanship of the Financial Division of the Cardinal's Committee of the Laity for the 1961 fund appeal of New York Catholic Charities. General vice-chairmen are William A. Coleman of Adler, Coleman and Company and Edward F. Hayes of Glore, Forgan and Company.

Orie R. Kelly

Edward F. Hayes

The appointments were announced by John A. Coleman, executive chairman of the committee which is composed of 1,000 Catholic laymen who solicit special gifts from individuals in business and the professions. The overall committee is divided into some 50 groups, each with its own chairman and vice-chairman, and members are assigned to the division covering their particular field of activity.

Francis Cardinal Spellman, Archbishop of New York, has set a goal of $3,325,740 for this year's appeal and of this amount the Cardinal's Committee has accepted as its quota, $1,300,000. The remainder is to be raised by a house-to-house canvass in the 401 parishes of the New York Archdiocese.

Subcommittee chairmen and vice chairmen of the Financial Division are:

American Stock Exchange: Chairman, Edward A. O'Brien; vice-chairmen, James R. Dyer and William N. Moxley.

Investment Bankers: Chairman, Peter J. Murphy of F. S. Smithers and Company; vice-chairman, Francis Kernan of White, Weld and Company and William J. Stoutenburgh of C. J. Devine and Company.

Member Firms: Chairman, Joseph C. Nugent of Mabon and Company; vice-chairmen, Joseph Gimma of Hornblower and Weeks; John B. Maher of Carlisle and Jacquelin and Walter T. O'Hara of Thomson and McKinnon.

In accepting the chairmanship of the division, Mr. Kelly noted that Catholic Charities, in addition to providing many direct services to the poor and needy, acts as a planning, coordinating and emergency-financing agency for the programs and activities of 192 separate health and welfare organizations whose services cover the entire field of social welfare. Last year these services were extended to close to 600,000 men, women and children.

Nashville Dealers Spring Party

NASHVILLE, Tenn. — The Security Dealers of Nashville will hold their annual spring party May 4 and 5.

A dinner will be given at the Hillwood Country Club May 4, cocktails starting at 5:30 p.m. A Hospitality Room will be open for guests at the Andrew Jackson Hotel in Nashville from 11 a.m. Thursday.

On Friday May 5, the group will have a field day at the Bell Meade Country Club, with golf and other games, to be followed by dinner at 7 p.m.

Reservations should be made with James C. Bradford, Jr., J. C. Bradford & Co., Nashville, by April 24. Guest fee $40.

Seskis, Wohlstetter Formed

Formation of the New York Stock Exchange member firm of Seskis & Wohlstetter, 50 Broadway, New York City, has been announced. At the same time the member firm of Finkle, Seskis & Wohlstetter was dissolved.

The newly formed firm will continue to serve as specialists on the floor of the Exchange. Partners are John Y. Seskis and Charles Wohlstetter, both members of the New York Stock Exchange.

Sachs Investing Formed

BROOKLYN, N. Y. — Sachs Investing Corp. is conducting a securities business from offices at 26 Court Street. Officers are David Sachs, President; Charles Sachs, Vice-President; and Marvin Sachs, Secretary Treasurer.

Gray Co. to Admit

Gray & Co., 1 Wall Street, New York City, members of the New York Stock Exchange, on April 25th will admit Wilbur C. Ashman to partnership.

Named Director

Richard E. Linburn, a general partner of Reiner, Linburn & Co., members of the New York Stock Exchange, has been elected a director of Cal-Tex Systems, Inc., Glendale, Calif., manufacturers of aluminum fixtures, windows & screens, it was announced by Frank Schnoor, President of the west coast company.

Loeb, Rhoades to Admit

Carl M. Loeb, Rhoades & Co., 42 Wall Street, New York City, members of the New York Stock Exchange, on April 13 will admit Robert B. Anderson to limited partnership.

With Jones, Holman

(Special to THE FINANCIAL CHRONICLE)

PORTLAND, Me.—Earl Brand is now affiliated with Jones, Holman & Co., 57 Exchange Street. He was formerly with First Maine Corp.

Maragos Opens Office

(Special to THE FINANCIAL CHRONICLE)

LONG BEACH, Calif.—Angelo J. Maragos is conducting a securities business from offices at 23 Locust Avenue.

L. W. Gregg Opens

(Special to THE FINANCIAL CHRONICLE)

NORTH HOLLYWOOD, Calif. — Lloyd W. Gregg is conducting a securities business from offices at 10621 Victory Boulevard.

MUTUAL FUNDS

BY ROBERT E. RICH

Over the Counter

In commenting on the lessons and experiences of the series of post-war recessions it is almost invariably noted that the consumer was a hero—he kept coming to the counters of retail stores all over the nation and thus gave succor to a sagging economy. Whether his continued sizable patronage is ascribed to unemployment compensation, old-age pension payments, a sizable nest egg, confidence in the future or just downright foolhardiness — or a combination of the foregoing— the fact remains that by keeping the cash registers in tune, the consumer was a considerable comfort to the business community.

His heroic contributions, apparently, did not escape the notice of those eagle-eyed fellows who are saddled with the responsibility of composing portfolios for our investment companies. While the consumers were buying groceries, apparel and drug products, investment managers were buying the stocks. The result?

Common stocks of the retail trade field valued at $387,218,000 are now held by investment firm members of the National Association of Investment Companies. A survey conducted by the N.A.I.C., based on latest available financial reports, shows that 130 investment companies hold common stocks of department and specialty stores, food chains, variety stores and mail-order houses in their diverse portfolios.

Largest holdings were in department and specialty store issues, where investment companies held shares valued at $151,237,000 in 40 such business establishments.

Food chain stores ("people have to eat") were not far behind. Stocks of 35 such establishments, valued at $105,190,000 were held by these investment companies. The common stocks of 11 variety stores with a value of $37,147,000 and stocks of four mail-order firms with a value of $93,644,000 completed the total in retail equities.

It will come as a surprise to no one that the most widely held of the department-specialty stores is kingpin Federated Department Stores, a standout in this field, much as General Motors and Procter & Gamble are in theirs. The Lazarus family not only has a way with merchandise but also a way with the income account that Wall Streeters find well-nigh irresistible.

The food chain field, however, does offer something of a surprise. Grand Union, whose business largely is confined to the Eastern seaboard, comes off best: 13 investment companies hold stock in the company valued at $13,118,000. Safeway Stores stock valued at $8,694,000 is owned by 12 investment companies. Dominion Stores, Ltd. stock valued at nearly $11,000,000 is held by 10 investment companies. Ten companies own stock in Dixie-based Winn-Dixie Stores valued at nearly $9,000,000. Winn-Dixie has been known to do a better job of bringing sales down to net than any of its competitors. The surprise, of course, is the showing of Great Atlantic & Pacific Tea Co., owned by only eight companies and having a value of $12,575,000.

It could be, of course, that the historically low net profit margin has sometihng to do with the tendency of investment managers to shop elsewhere than the A. & P. for their stocks.

Shares of the mail-order houses found places in investment company portfolios with 36 investment companies holding stock valued at $69,549,000 in mighty Sears, Roebuck. Fourteen investment companies held Montgomery Ward shares valued at $5,128,000. But all things considered, it would seem that the most remarkable showing in this group was by Modie Spiegel's resurgent Spiegel. No less than 11 investment companies hold $14,088,000 worth of that stock. Whatever Modie Spiegel has done for his customers with his revolving-credit plan, he's done far more for his stockholders.

Finally, variety stores are well represented in these portfolios. Most widely held is F. W. Woolworth: 16 investment companies with stock figured at $15,118,000. Among retailers, of course, Woolworth's is unique, for it has a massive stake in foreign lands. W. T. Grant is second and G. C. Murphy is not far behind in third place.

Some day we are going to see yet another category — the discount house. Whether Korvette, Two Guys from Harrison and Masters will be the darlings of the investment fraternity, none can say. But the kind of operation they conduct is here to stay, as the oldline retailers get away from seeking "fair trade" protection and fight fire with fire.

As for retailers, by and large, they've come through the latest recession in fine shape. Investment managers will have their ears keyed to an even faster cash register tempo as the economy bounds upward.

The Funds Report

William K. Jacobs, Jr., President of the closed-end **Abacus Fund**, reports net asset value of the fund on March 31 was $44,870,573, equal to $52.43 a share. A year earlier net assets were $36,290,566, or $42.41 a share, and at the end of 1960 the comparative figures were $38,616,498 and $45.12.

* * *

Carriers & General Corp. reports that at March 31 net assets amounted to $21,075,350, or $34.23 per share. This compares with $18,167,586, or $29.05 a share, a year earlier.

* * *

Shares of **Commonwealth International & General Fund**, a new mutual fund specializing in international investment opportunities, are being offered by investment dealers. Initial offering price is $12.50 a share.

The new fund will invest in the economies of West Germany, Great Britain, France and other countries of Western Europe, and in Canada, Australia, and other areas, according to Fund Chairman S. Waldo Coleman and President Robert L. Cody.

"It is a U. S.-based and managed fund," they said, "which will pursue long-term capital appreciation for its shareholders by investing primarily in common stocks of leading foreign and U. S. companies."

* * *

Energy Fund, Inc. reports that at March 31 net assets were $20,500,126, equal to $25.18 a share. This compares with assets of $12,225,001 and $19.65 a share on Sept. 30 last and $9,962,457 and $20.75 a share at March 31, 1960.

* * *

Fidelity Capital Fund reports all-time highs in total net assets, shareholders, per share net asset value and sales. At quarter ended Feb. 28, total net assets were $64,870,000. This was 421% higher than the $12,460,000 net assets of a year ago and 159% higher than the $25,012,000 net assets at the end of the November, 1960, quarter. Shareholders, 6,100 a year ago and 8,500 in November, moved up to 14,000 for increases of 129% and 65%, and the fund's Feb. 28 per share net asset value of $18.81 was 51% higher than the $12.44 of a year ago and 28% higher than the $14.73 per share value on Nov. 30, 1960.

Fidelity Capital Fund also reports that sales to the investing public reached record levels during the quarter, moving from an average of $1,026,000 a month during most of 1960 to $2,800,000 in November, $6,128,000 in December, $9,641,000 in January, 1961, and $14,200,000 in February.

* * *

In the report of **General American Investors Co., Inc.**, Frank Altschul, chairman of the board, stated that at March 31 net assets were $60,476,388, an increase of $5,944,618 for the three months. Net assets, after deducting $4,119,000 preferred stock, were equal to $31 a share of common stock, compared with $27.70 on Dec. 31, 1960. Net profit from sale of securities for the latest three months was $1,468,198, "practically all from long-term capital gains." Net income from dividends and interest for the period was $187,143.

* * *

Guardian Mutual Fund, Inc., reports that at March 31, marking completion of five months of the fiscal year, net assets amounted to $14,189,302, equal to $23.23 a share. This compares with $9,018,414 and $18.58 a share at Oct. 31, end of the last fiscal year.

* * *

Stockholders of **Incorporated Investors** voted at the annual meeting to renew the company's management contract with the Parker Corp.

* * *

Investors Planning Corporation of America posted record monthly sales of $18,841,000 in March, raising the quarterly total to an all-time high of $45,028,000, President Walter Benedick announced. Mr. Benedick said the mutual fund distributing company's new business written last month represented an increase of 50.5% from the February total of $12,515,000 and was 48.1% greater than the $12,724,000 registered during March of 1960. I.P.C.'s previous monthly sales high, amounting to $16,781,000, was set in October, 1959, he noted.

According to Mr. Benedick, the firm's volume during the March 31 quarter exceeded by 21.9% the $36,937,000 total of the latter three months of 1960 and was 7.1% above the $42,028,000 of last year's opening period. I.P.C.'s peak first-quarter total erased the previous record of $44,726,000 during the 1959 fourth quarter.

* * *

Hugh W. Long & Co. and its wholly-owned subsidiary, Investors Management Co., report for the fiscal year ended Nov. 30 net earnings of $982,194, up from the $932,933 of the previous year. This was equivalent to 98 cents per share on the Class A and B common stock, compared with 95 cents for the year ended Nov. 30, 1959.

The company and its subsidiary provide underwriting, management and investment advisory services to Fundamental Investors, Diversified Investment Fund and Diversified Growth Stock Fund. Sales of shares of the three funds under sponsorship totaled $95,000,000 in 1960, down from the all-time peak of $104,000,000 reached in 1959. The decline in revenues from sales was offset, however, by higher revenues from management and advisory services.

* * *

Niagara Share Corp. calculates that at March 31 net assets were $67,692,365, or $25.05 per share, against $59,453,657 of assets and $22 a share at March 31, 1960.

* * *

New highs in per-share value and total net assets during the quarter ended March 31 were reported by **Oppenheimer Fund, Inc.** President Max E. Oppenheimer disclosed that net asset value per share came to $15.68 on March 31, compared to $11.98 three months earlier.

Even sharper gains were registered in total net assets. They came to $7,579,902 at last month's close, up 59.4% from the Dec. 31 total of $4,754,938, and 95.1% from the $3,884,805 of March 31, 1960.

During the latest quarter, new positions included the common stock of Echlin Manufacturing Co., W. R. Grace & Co., Tishman Realty Corp., S. Klein Department Stores and the Apache Corp. Eliminated from the portfolio were American Waterworks Co., General Merchandise Co., American Broadcasting-Paramount and Polaroid Corp.

* * *

Adjusted gains in **Peoples Securities Corp.** per-share value of 26.6% in three months and 54.6% in 12 months to March 31, were reported at a special meeting of shareholders. During the meeting, shareholders voted approval of a 2-for-1 split in the shares, to take effect April 21.

According to preliminary figures announced by President Abraham S. Karasick, Peoples Securities ended the March 31 quarter with a new high in net asset value per share of $24.19. This compared with $19.35 Dec. 31 and $16.38 on March 31 a year ago. Mr. Karasick also disclosed record gains in total net assets during the comparative periods. At a new high of $12,606,669 on March 31, Peoples Securities net assets were up 57.5% from the Dec. 31 total of $8,005,394 and 151.2% from the March 31, 1960 total of $5,019,568.

* * *

H. Nelson Conant, President of **UBS Fund of Canada, Ltd.** told shareholders at the first annual meeting, held in Montreal, that net asset value per share increased to $10.31 on March 31 from $9.51 at the end of 1960. The increase more than offset deductions for the charges of the fund's distributor during the initial offering period which ended Dec. 31, according to Mr. Conant.

* * *

United Funds, Inc. declared a quarterly dividend of 5 cents a share from net investment income on United Continental Fund shares. A distribution of 2 cents a share from securities profits also was voted. Payment of dividend and distribution will be made April 28 to stock of record April 13.

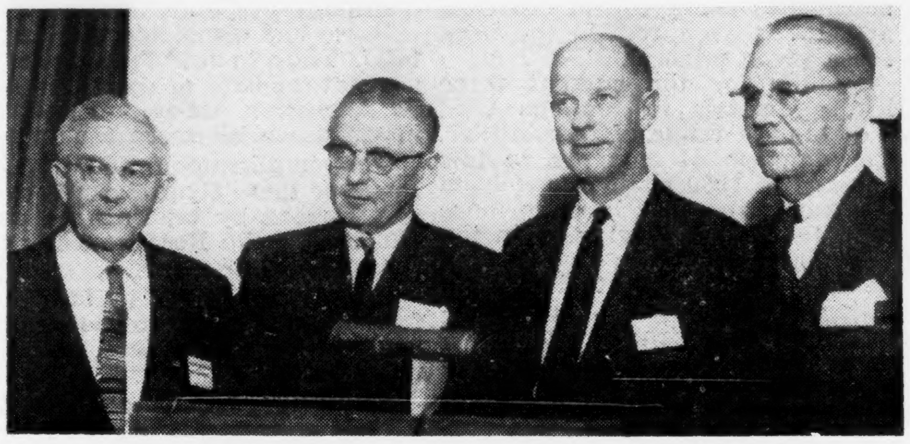
* * *

Wall Street Investing Corp. reports total net assets at March 31 were $12,081,825, equal to $9.55 per share. This compares with $10,871,715, equal to $8.69 per share at Dec. 31, 1960.

* * *

Westminster Fund, Inc. has extended to June 12 its offer to investors to exchange shares of its stock for their securities in "selected quality companies, particularly those with good growth potentials." Kidder, Peabody & Co., dealer-manager of a group making the exchange offer, has set up a special department to handle inquiries and details.

Investment Company Leaders Speak Before I. B. A. Institute



I.B.A. INSTITUTE—Three former presidents of the National Association of Investment Companies were among panelists at the recent Institute of Investment Banking in Philadelphia and discussed current developments of the industry. The Institute is sponsored annually by the Investment Bankers Association of America and the Wharton School of Finance and Commerce. At left is W. Carlton Harris, professor of Finance at the Wharton School, a co-director of the institute with Erwin Boehmler, educational director of the I.B.A. Others in the photo, left to right, are Joseph E. Welch, Executive Vice-President of Wellington Fund; Robert E. Clark, Executive Vice-President of Calvin Bullock; and Herbert R. Anderson, President of Distributors Group. Mr. Anderson is Chairman of the I.B.A. Investment Companies Committee. Other investment company industry members participating in the I.B.A. Institute included Robert H. Daniel, Executive Vice-President Investors Management Co., and Hollis K. Thayer, Vice-President of The Dominick Fund, and Randall Macdonald III, Vice-President of Centennial Fund.

Distributors Group Names Gerard

Distributors Group, Inc., 80 Pine Street, New York City, announced that Milton E. Gerard joined its sales development department. Prior to his new affiliation, Mr. Gerard was for three years director of advertising and sales promotion for Channing Corp., a diversified financial organization. For many years he was project director of Advertest Research, a marketing research organization, and in 1950 was research analyst for Seagram Distillers.

Chas. Quincey Will Admit Partner

On May 1 Chas. E. Quincey & Co., 25 Broad Street, New York City, member of the New York Stock Exchange, will admit Vincent E. Cashman to partnership.

Fidelity Fund of Boston Names Grimm Asst. V.-P.

BOSTON, Mass. — Fidelity Fund of Boston, one of the Fidelity Management Group of mutual funds, announced the appointment of Roland DuBois Grimm as Assistant Vice-President.

Mr. Grimm was formerly an industry specialist at Massachusetts Investors Trust, and prior to that an Assistant Treasurer of Massachusetts Hospital Life Insurance Co.

Indications of Current Business Activity

The following statistical tabulations cover production and other figures for the latest week or month available. Dates shown in first column are either for the week or month ended on that date, or, in cases of quotations, are as of that date:

		Latest Week	Previous Week	Month Ago	Year Ago
AMERICAN IRON AND STEEL INSTITUTE:					
Indicated steel operations (per cent capacity)	Apr. 16	58.0	56.0	54.0	80.9
Equivalent to—					
Steel ingots and castings (net tons)	Apr. 16	1,696,000	1,632,000	1,574,000	2,225,000
AMERICAN PETROLEUM INSTITUTE:					
Crude oil and condensate output—daily average (bbls. of 42 gallons each)	Mar. 31	7,351,310	7,366,060	7,240,860	7,098,360
Crude runs to stills—daily average (bbls.)	Mar. 31	7,855,000	7,897,000	8,474,000	7,916,000
Gasoline output (bbls.)	Mar. 31	28,708,000	28,458,000	28,273,000	27,968,000
Kerosene output (bbls.)	Mar. 31	2,931,000	2,637,000	3,250,000	2,414,000
Distillate fuel oil output (bbls.)	Mar. 31	11,995,000	11,831,000	14,523,000	13,091,000
Residual fuel oil output (bbls.)	Mar. 31	6,195,000	6,639,000	6,871,000	6,811,000
Stocks at refineries, bulk terminals, in transit, in pipe lines—					
Finished and unfinished gasoline (bbls.) at	Mar. 31	226,449,000	226,668,000	221,092,000	225,595,000
Kerosene (bbls.) at	Mar. 31	26,006,000	25,359,000	24,572,000	17,538,000
Distillate fuel oil (bbls.) at	Mar. 31	89,677,000	90,803,000	96,591,000	75,119,000
Residual fuel oil (bbls.) at	Mar. 31	42,261,000	42,091,000	42,886,000	39,112,000
ASSOCIATION OF AMERICAN RAILROADS:					
Revenue freight loaded (number of cars)	Apr. 1	505,917	500,333	501,121	597,607
Revenue freight received from connections (no. of cars)	Apr. 1	473,708	472,809	472,863	562,747
CIVIL ENGINEERING CONSTRUCTION—ENGINEERING NEWS-RECORD:					
Total U. S. construction	Apr. 6	$440,000,000	$405,100,000	$365,300,000	$356,200,000
Private construction	Apr. 6	169,600,000	234,400,000	144,200,000	175,700,000
Public construction	Apr. 6	270,400,000	170,600,000	221,100,000	180,500,000
State and municipal	Apr. 6	233,200,000	137,600,000	114,900,000	139,700,000
Federal	Apr. 6	37,200,000	33,000,000	106,200,000	40,800,000
COAL OUTPUT (U. S. BUREAU OF MINES):					
Bituminous coal and lignite (tons)	Apr. 1	6,560,000	6,625,000	6,290,000	7,658,000
Pennsylvania anthracite (tons)	Apr. 1	331,000	334,000	357,000	365,000
DEPARTMENT STORE SALES INDEX—FEDERAL RESERVE SYSTEM—1947-49 AVERAGE=100	Apr. 1	150	*140	122	143
EDISON ELECTRIC INSTITUTE:					
Electric output (in 000 kwh.)	Apr. 8	14,182,000	14,163,000	14,613,000	13,852,000
FAILURES (COMMERCIAL AND INDUSTRIAL) — DUN & BRADSTREET, INC.	Apr. 6	343	350	318	333
IRON AGE COMPOSITE PRICES:					
Finished steel (per lb.)	Apr. 3	6.196c	6.196c	6.196c	6.196c
Pig iron (per gross ton)	Apr. 3	$66.44	$66.44	$66.44	$66.41
Scrap Steel (per gross ton)	Apr. 3	$39.50	$39.17	$35.83	$33.17
METAL PRICES (E. & M. J. QUOTATIONS):					
Electrolytic copper—					
Domestic refinery at	Apr. 5	28.600c	28.600c	28.600c	32.600c
Export refinery at	Apr. 5	27.425c	27.175c	27.450c	30.575c
Lead (New York) at	Apr. 5	11.000c	11.000c	11.000c	12.000c
Lead (St. Louis) at	Apr. 5	10.800c	10.800c	10.800c	11.800c
‡Zinc (delivered) at	Apr. 5	12.000c	12.000c	12.000c	13.500c
Zinc (East St. Louis) at	Apr. 5	11.500c	11.500c	11.500c	13.000c
Aluminum (primary pig, 99.5%) at	Apr. 5	26.000c	26.000c	26.000c	26.000c
Straits tin (New York) at	Apr. 5	104.500c	104.250c	101.875c	99.625c
MOODY'S BOND PRICES DAILY AVERAGES:					
U. S. Government Bonds	Apr. 11	88.00	87.75	89.31	84.05
Average corporate	Apr. 11	88.27	88.40	88.27	85.46
Aaa	Apr. 11	92.64	92.64	92.93	89.51
Aa	Apr. 11	90.91	91.19	91.05	87.99
A	Apr. 11	87.86	88.13	87.86	84.94
Baa	Apr. 11	82.27	82.03	82.03	80.08
Railroad Group	Apr. 11	85.59	85.46	84.94	82.77
Public Utilities Group	Apr. 11	89.64	89.64	89.78	86.38
Industrials Group	Apr. 11	89.64	90.06	90.34	87.72
MOODY'S BOND YIELD DAILY AVERAGES:					
U. S. Government Bonds	Apr. 11	3.80	3.83	3.64	4.15
Average corporate	Apr. 11	4.54	4.53	4.54	4.75
Aaa	Apr. 11	4.23	4.23	4.21	4.45
Aa	Apr. 11	4.35	4.33	4.34	4.56
A	Apr. 11	4.57	4.55	4.57	4.79
Baa	Apr. 11	5.00	5.02	5.02	5.18
Railroad Group	Apr. 11	4.74	4.75	4.79	4.96
Public Utilities Group	Apr. 11	4.44	4.44	4.43	4.68
Industrials Group	Apr. 11	4.44	4.41	4.39	4.58
MOODY'S COMMODITY INDEX	Apr. 11	366.8	368.0	369.1	380.4
NATIONAL PAPERBOARD ASSOCIATION:					
Orders received (tons)	Apr. 1	335,296	304,866	355,465	354,126
Production (tons)	Apr. 1	320,592	313,642	316,648	304,514
Percentage of activity	Apr. 1	91	91	89	91
Unfilled orders (tons) at end of period	Apr. 1	440,723	426,654	438,950	467,129
OIL, PAINT AND DRUG REPORTER PRICE INDEX—1949 AVERAGE=100	Apr. 7	112.70	112.03	111.85	110.85
ROUND-LOT TRANSACTIONS FOR ACCOUNT OF MEMBERS, EXCEPT ODD-LOT DEALERS AND SPECIALISTS					
Transactions of specialists in stocks in which registered—					
Total purchases	Mar. 17	4,217,450	4,445,560	3,403,830	1,957,480
Short Sales	Mar. 17	799,470	943,110	678,470	356,630
Other sales	Mar. 17	3,314,170	3,431,400	2,855,080	1,631,610
Total sales	Mar. 17	4,113,640	4,374,510	3,533,550	1,988,140
Other transactions initiated off the floor—					
Total purchases	Mar. 17	526,910	775,770	569,250	345,930
Short Sales	Mar. 17	37,700	71,900	51,700	50,600
Other sales	Mar. 17	491,670	674,940	469,100	322,400
Total sales	Mar. 17	529,370	746,840	520,800	373,000
Other transactions initiated on the floor—					
Total purchases	Mar. 17	1,245,940	1,285,500	986,335	712,645
Short Sales	Mar. 17	154,140	219,520	187,330	94,860
Other sales	Mar. 17	1,059,848	1,155,839	974,385	626,657
Total sales	Mar. 17	1,213,988	1,375,359	1,161,715	721,517
Total round-lot transactions for account of members—					
Total purchases	Mar. 17	5,990,300	6,506,830	4,959,415	3,016,055
Short Sales	Mar. 17	991,310	1,234,530	917,500	501,990
Other sales	Mar. 17	4,865,688	5,262,179	4,298,565	2,580,667
Total sales	Mar. 17	5,856,998	6,496,709	5,216,065	3,082,657
STOCK TRANSACTIONS FOR ODD-LOT ACCOUNT OF ODD-LOT DEALERS AND SPECIALISTS ON N. Y. STOCK EXCHANGE — SECURITIES EXCHANGE COMMISSION					
Odd-lot sales by dealers (customers' purchases)—†					
Number of shares	Mar. 17	2,761,738	2,948,440	2,356,501	1,535,401
Dollar value	Mar. 17	$145,645,233	$150,003,866	$117,211,707	$70,801,132
Odd-lot purchases by dealers (customers' sales)—					
Number of orders—Customers' total sales	Mar. 17	2,809,280	3,068,913	2,468,938	1,236,448
Customers' short sales	Mar. 17	8,010	12,474	9,636	15,931
Customers' other sales	Mar. 17	2,801,270	3,056,439	2,459,302	1,220,517
Dollar value	Mar. 17	$133,879,734	$144,166,246	$114,393,522	$55,539,649
Round-lot sales by dealers—					
Number of shares—Total sales	Mar. 17	835,700	924,720	793,090	317,650
Short Sales	Mar. 17	------	------	------	------
Other sales	Mar. 17	835,700	924,720	793,090	317,650
Round-lot purchases by dealers—Number of shares	Mar. 17	786,980	809,800	678,830	646,860
TOTAL ROUND-LOT STOCK SALES ON THE N. Y. STOCK EXCHANGE AND ROUND-LOT STOCK TRANSACTIONS FOR ACCOUNT OF MEMBERS (SHARES):					
Total round-lot sales—					
Short Sales	Mar. 17	1,129,040	1,488,320	1,093,140	674,720
Other sales	Mar. 17	26,624,360	29,121,200	23,069,990	12,535,460
Total sales	Mar. 17	27,753,400	30,609,520	24,163,130	13,210,180
WHOLESALE PRICES, NEW SERIES — U. S. DEPT. OF LABOR — (1947-49=100):					
Commodity Group—					
All commodities	Apr. 4	119.5	119.5	119.7	120.2
Farm products	Apr. 4	88.6	88.8	88.8	91.5
Processed foods	Apr. 4	109.2	109.4	109.6	107.2
Meats	Apr. 4	95.6	95.7	96.0	96.2
All commodities other than farm and foods	Apr. 4	127.9	127.9	128.1	128.8

*Revised figure. †Number of orders not reported since introduction of Monthly Investment Plan. ‡Prime Western Zinc sold on delivered basis at centers where freight from East St. Louis exceeds one-half cent a pound.

	Latest Month	Previous Month	Year Ago
AMERICAN TRUCKING ASSOCIATION, INC.— Month of January:			
Intercity general freight transport by 346 carriers (in tons)	4,794,277	5,109,289	4,534,549
CASH DIVIDENDS—PUBLICLY REPORTED BY U. S. CORPORATIONS—U. S. DEPT. OF COMMERCE—Month of February: (000's omitted)	$468,100	$1,003,200	$457,500
DEPARTMENT STORE SALES SECOND FEDERAL RESERVE DISTRICT FEDERAL RESERVE BANK OF NEW YORK—1947-49 Average=100—Month of February:			
Sales (average monthly), unadjusted	95	101	*97
Sales (average daily) unadjusted	105	103	*104
Sales (average daily) seasonally adjusted	136	129	*134
LIFE INSURANCE PURCHASES — INSTITUTE OF LIFE INSURANCE—Month of January (000,000's omitted):			
Ordinary	$3,477,000	*$4,819,000	*$3,504,000
Industrial	503,000	485,000	491,000
Group	1,094,000	1,694,000	872,000
Total	$5,074,000	*$6,998,000	*$4,867,000
MANUFACTURERS' INVENTORIES & SALES Month of February (millions of dollars):			
Inventories—			
Durables	$30,700	*$30,800	$30,900
Nondurables	22,900	*22,900	22,900
Total	$53,600	*$53,700	$53,700
Sales	27,380	*27,690	30,290
METAL OUTPUT (BUREAU OF MINES)— Month of January:			
Mine production of recoverable metals in the United States—			
Gold (in fine ounces)	128,115	*141,311	90,849
Silver (in fine ounces)	2,933,455	*2,470,784	2,061,316
Copper (in short tons)	98,516	Not Avail.	48,268
Lead (in short tons)	22,877	19,213	20,805
Zinc (in short tons)	39,733	35,192	36,983
METAL PRICES (E. & M. J. QUOTATIONS)— March:			
Copper—			
Domestic refinery (per pound)	28.600c	28.600c	32.613c
Export refinery (per pound)	27.303c	27.040c	30.745c
††London, prompt (per long ton)	£225.278	£223.619	£253.266
††Three months, London (per long ton)	£226.688	£224.550	£237.739
Lead—			
Common, New York (per pound)	11.000c	11.000c	12.000c
Common, East St. Louis (per pound	10.800c	10.800c	11.800c
††London, prompt (per long ton)	£65.940	£65.334	£76.266
††Three months, London (per long ton)	£67.108	£66.300	£75.367
Zinc—			
East St. Louis (per pound)	11.500c	11.500c	13.000c
§§Prime Western, delivered (per pound)	12.000c	12.000c	13.500c
††London, prompt (per long ton)	£84.577	£82.763	£90.160
††London, three months (per long ton)	£83.497	£81.966	£88.899
Silver and Sterling Exchange—			
Silver, New York (per ounce)	91.375c	91.375c	91.375c
Silver, London (per ounce)	79.625d	79.625d	79.261d
Sterling Exchange (check)	$2.79751	$2.79991	$2.80586
Tin, New York Straits	103.443c	101.042c	100.125c
Gold (per ounce U. S. price)	$35.000	$35.000	$35.000
Quicksilver (per flask of 76 pounds)	$206.000	$208.056	$214.000
Antimony—			
¶New York, boxed (per pound)	32.590c	32.590c	32.590c
Laredo, bulk (per pound)	29.000c	29.000c	29.000c
Laredo, boxed (per pound)	29.500c	29.500c	29.500c
Aluminum—			
99% grade ingot weighted avge. (per lb.)	26.000c	26.000c	28.100c
99% grade primary pig export	23.250c	23.250c	26.000c
**Nickel	74.000c	74.000c	74.000c
Bismuth (per pound)	$2.25	$2.25	$2.25
Platinum, refined (per pound)	$82.000	$82.000	$82.000
Cadmium (per pound, delivered ton lots)	$1.50000	$1.50000	$1.40000
(Per pound, small lots)	$1.60000	$1.60000	$1.50000
Cobalt, 97% grade (per pound)	$1.50000	$1.50000	$1.75000
MONEY IN CIRCULATION—TREASURY DEPT. As of Jan. 31 (000's omitted)	$31,800,000	$32,900,000	$31,600,000
NONFARM REAL ESTATE FORECLOSURES—FEDERAL SAVINGS AND LOAN INSURANCE CORPORATION—Month of Dec.	4,973	4,740	3,727
PORTLAND CEMENT (BUREAU OF MINES)— Month of February:			
Productioin (barrels)	15,038,000	16,744,000	16,080,000
Shipments from mills (barrels)	14,351,000	14,175,000	14,576,000
Stocks at end of month (barrels)	38,531,000	37,966,000	38,553,000
Capacity used (per cent)	45	46	49
PRICES RECEIVED BY FARMERS — INDEX NUMBER — U. S. DEPT. OF AGRICULTURE—1910-1914 = 100—As of Feb. 15:			
All farm products	244	241	233
Crops	221	218	218
Commercial vegetables, fresh	213	214	256
Cotton	227	233	237
Feed, grain and hay	150	146	153
Food grains	209	207	208
Fruit	259	254	211
Oil-bearing crops	250	251	216
Potatoes	172	178	189
Tobacco	517	508	494
Livestock	263	261	245
Dairy products	266	272	261
Meat animals	309	304	287
Poultry and fish	169	165	142
Wool	224	221	240
U. S. GOVT. STATUTORY DEBT LIMITATION As of March 31 (000's omitted):			
Total face amount that may be outstanding at any time	$293,000,000	$293,000,000	$295,000,000
Outstanding—			
Total gross public debt	287,471,401	290,543,590	286,826,484
Guaranteed obligations not owned by the Treasury	210,844	196,067	138,311
Total gross public debt & guaranteed obligations	$287,682,245	$290,739,657	$286,964,796
Deduct—Other oustanding public debt obligations not subject to debt limitation	398,265	399,281	408,805
Grand total outstanding	$287,283,980	$290,340,376	$286,555,990
Balance face amount of obligations issuable under above authority	5,716,019	2,658,623	8,444,009
UNITED STATES GROSS DEBT DIRECT AND GUARANTEED—(000's omitted):			
As of March 31	$287,682,245	$290,739,657	$286,964,796
General funds balance	4,794,168	6,291,916	5,189,029
Net debt	$282,888,077	$284,447,741	$281,775,767
Computed annual rate	3.100%	3.081%	3,336%

*Revised figure. †Estimated totals based on reports from companies accounting for 96% of primary, 95% of secondary tin consumption in 1957 and 97% of total stocks end of 1957. ¶Domestic five tons or more but less than carload lot boxed. §§Delivered where freight from East St. Louis exceeds 0.5c. **F.o.b. Fort Colburne, U. S. duty included. ††Average of daily mean and bid and ask quotations per long ton at morning session of London Metal Exchange.

Securities Now in Registration

★ INDICATES ADDITIONS SINCE PREVIOUS ISSUE
● ITEMS REVISED

NOTE—Because of the large number of issues awaiting processing by the SEC it is becoming increasingly difficult to predict offering dates with a high degree of accuracy. The dates shown in the index and in the accompanying detailed items reflect the expectations of the underwriter but are not, in general, to be considered as firm

● Accesso Corp. (5/8-12)
Jan. 30, 1961 filed 40,000 shares of common stock and 40,000 shares of preferred stock (par $10) to be offered for public sale in units consisting of one share of common and one share of preferred stock. **Price**—$15 per unit. **Business**—The company is engaged in the design, manufacture and sale of fluorescent lighting systems, acoustical tile hangers, metal tiles and other types of acoustical ceiling systems. **Proceeds**—For the repayment of loans and general corporate purposes. **Office** — 3425 Bagley Avenue, Seattle, Wash. **Underwriter**—Ralph B. Leonard & Sons, Inc., New York City (managing).

Acme Missiles & Construction Corp.
Jan. 6, 1961 filed 30,000 outstanding shares of class A common stock. **Price** — To be supplied by amendment. **Business**—The construction and installation of missile launching platforms. **Proceeds**—To selling stockholders. **Office** — 43 North Village Avenue, Rockville Centre, N. Y. **Underwriter**—None.

● ACR Electronics Corp. (5/5)
Feb. 27, 1961 refiled 125,000 shares of common stock. **Price**—$3 per share. **Proceeds**—For salaries of additional personnel, liquidation of debt, research and the balance for working capital. **Office**—551 W. 22nd St., New York City. **Underwriter**—Robert Edelstein Co., Inc., New York City.

● A-Drive Auto Leasing System, Inc.
Jan. 19, 1961 filed 100,000 shares of class A stock, of which 75,000 are to be offered for public sale by the company and 25,000 shares, being outstanding stock, by the present holders thereof. **Price**—$10 per share. **Business**—The company is engaged in the business of leasing automobiles and trucks for periods of over one year. **Proceeds**—To repay loans; open new offices in Philadelphia, Pa., and New Haven, Conn.; lease and equip a large garage in New York City and lease additional trucks. **Office**—1616 Northern Boulevard, Manhasset, N. Y. **Underwriter**—Hill, Darlington & Grimm, New York City (managing). **Offering**—Imminent.

Adler Electronics, Inc. (4/17-21)
Feb. 20, 1961 filed 160,000 shares of common stock, of which 110,000 shares will be offered for the account of the issuing company and 50,000 shares, representing outstanding stock, will be offered for the account of the present holders thereof. **Price** — To be supplied by amendment. **Proceeds** — For working capital. **Office**—New Rochelle, N. Y. **Underwriter** — Carl M. Loeb, Rhoades & Co., New York City (managing).

Advanced Investment Management Corp.
Jan. 13,1961 filed 300,000 shares of common stock. **Price**—$3.50 per share. **Business**—The company was organized in October, 1960 to operate an insurance home office service and management company with the related secondary purpose of owning investments in entities engaged in the insurance business. **Proceeds**—The company will use the proceeds estimated at $851,895 as a reserve for the acquisition of interests in life insurance; for furniture and fixtures; for the establishment of a sales organization and for working capital. **Office**—The Rector Building, Little Rock, Ark. **Underwriter**—Advanced Underwriters, Inc., Little Rock, Ark.

Aerotest Laboratories Inc. (5/22-26)
March 24, 1961 filed 100,000 shares of common stock, (par 10 cents), of which 40,000 shares are to be offered for public sale by the company and 60,000 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business** — The testing of components and systems designed and manufactured under government contracts by companies in the missile, space, electronic and aircraft industries. **Proceeds**—To repay loans, buy additional equipment and for working capital. **Office**—Deer Park, L. I., N. Y. **Underwriter**—Hayden, Stone & Co., New York City (managing).

● Airwork Corp. (5/8-12)
March 17, 1961 filed $1,500,000 of 6% subordinated debentures, due May 1, 1976 and 10-year warrants to purchase 125,000 shares of common stock, to be offered for public sale in units consisting of $1,000 of debentures and an unattached warrant to purchase an undisclosed number of common shares. **Price** — To be supplied by amendment. **Business**—The overhaul and sale of aircraft engines, instruments and accessories. **Proceeds**—To repay bank loans and for working capital. **Office**—Millville, N. J. **Underwriter** — Auchincloss, Parker & Redpath, Washington, D. C., and New York City.

Alaska Creamery Products, Inc.
Dec. 19, 1960 (letter of notification) 130,000 shares of common stock (par $1). **Price**—$2 per share. **Proceeds**—To purchase equipment, and other necessary materials for distribution of dairy products. **Address**—Anchorage, Alaska. **Underwriter**—To be named.

● All-State Credit Corp. (5/10)
Feb. 21, 1961 filed 200,000 shares of class A stock. **Price**—$5 per share. **Business**—A sales finance company, specializing in the purchase of conditional sales contracts from furniture and appliance dealers throughout the New York City area. **Proceeds**—For the repayment of debt and for working capital. **Office**—71 West Merrick Blvd., Valley Stream, N. Y. **Underwriter**—Mortimer B. Burnside & Co., Inc.

America-Israel Phosphate Co.
Dec. 23, 1960 filed 125,000 shares of common stock, each share of which carries two warrants to purchase two additional common shares in the next issue of shares, at a discount of 25% from the offering price. **Price**—$4 per share. **Business**—The prospecting and exploration for phosphate mineral resources in Israel. **Proceeds**—For general business purposes. **Office** — 82 Beaver Street, New York City. **Underwriter**—Casper Rogers Co., New York City (managing).

American Educational Life Insurance Co.
Dec. 5, 1960 filed 960,000 shares of class A common voting stock (par $1) and 240,000 shares of class B nonvoting common stock to be sold in units, each unit to consist of 4 shares of class A stock and one share of class B stock. **Price**—$25 per unit. **Business**—The writing of life insurance and allied lines of insurance. **Proceeds**—For capital and surplus. **Office** — Third National Bank Bldg., Nashville, Tenn. **Underwriter**—Standard American Securities, Inc., Nashville, Tenn.

● American Financial Corp. (5/22-26)
March 24, 1961 filed 175,000 shares of common stock, of which 125,000 shares are to be offered for public sale by the company and 50,000 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business**—The operation of three Ohio savings and loan associations, an automobile and truck leasing business, and a small building contracting business in southern Ohio. **Proceeds**—The repayment of debt and for general corporate purposes. **Office**—3955 Montgomery Road, Norwood, Ohio. **Underwriter**—Westheimer & Co., Cincinnati, Ohio (managing).

American Gas Co.
March 22, 1961 filed 101,081 shares of common stock to be offered for subscription by stockholders on the basis of 2.7 new shares for each share held. **Price**—$3.50 per share. **Proceeds**—To repay bank loans and for construction. **Office**—546 South 24th Ave., Omaha, Neb. **Underwriter**—Cruttenden, Podesta & Co., Chicago (managing). **Offering**—Expected in late April.

● American Molded Fiberglass Co. (4/24)
Dec. 27, 1960 (letter of notification) 37,043 shares of common stock (par 40 cents). **Price**—$4 per share. **Business** — Manufacturers of fiberglass swimming pools, canoes and small trailer bodies and other custom molded fiberglass products. **Proceeds** — For general corporate purposes. **Office** — 40 Lane St., Paterson, N. J. **Underwriter**—Vestal Securities Corp., New York, N. Y.

American Mortgage Investment Corp.
April 29, 1960 filed $1,800,000 4% 20-yr. collateral trust bonds and 1,566,000 shares of class A non-voting common stock. It is proposed that these securities will be offered for public sale in units (2,000) known as Investment Certificates, each representing $900 of bonds and 783 shares of stock. **Price**—$1,800 per unit. **Proceeds**—To be used principally to originate mortgage loans and carry them until market conditions are favorable for disposition. **Office** — 210 Center St., Little Rock, Ark. **Underwriter**—Amico, Inc.

American Telephone & Telegraph Co.
Jan. 27, 1961 filed 11,225,000 shares of capital stock being offered for subscription by stockholders on the basis of one new share for each 20 shares held of record Feb. 23, with rights to expire April 14. **Price**—$86 per share. **Proceeds**—For advances to subsidiaries, for the purchase of stock offered for subscription by such companies, for expansion of its own facilities and for general corporate purposes. **Office**—195 Broadway, New York City. **Underwriter**—None.

● Amity Corp. (5/22-26)
Jan. 17, 1961 filed 88,739 shares of common stock (par $1). **Price**—$3 per share. **Business**—Land development, including the building of an air strip, a marina, and a housing cooperative. This is the issuer's first public financing. **Proceeds**—For general corporate purposes, including $170,000 for construction and $12,000 for debt reduction. **Office**—Equitable Building, Baltimore, Md. **Underwriter**—Karen Securities Corp., New York City.

● Ampoules, Inc. (4/26)
Feb. 28, 1961 filed 100,000 shares of common stock. **Price**—$4 per share. **Business**—The design and development of sterile disposable hypodermic ampoules for administering medication. **Proceeds**—For general corporate purposes including laboratory equipment, salaries for engineers, moulds and dies, and working capital. **Office**—238 North Main St., Hudson, Ohio. **Underwriters**—Brand, Grumet & Seigel, Inc., and Kesselman & Co., Inc., both of New York City.

★ Andrews Industries, Inc.
March 28, 1961 (letter of notification) 300,000 shares of class B, 5% cumulative non-voting stock. **Price**—At par ($10 per share). **Proceeds**—For inventory, and development of new products. **Office**—7901 Alabama Avenue, St. Louis, Mo. **Underwriter**—None.

● Angeles Crest Development Co., Inc. (4/24-28)
Feb. 27, 1961 filed $1,500,000 of 7% subordinated debentures due April 1, 1971 and 75,000 shares of common stock to be offered for public sale in units consisting of $500 of debentures and 25 common shares. **Price**—$632.50 per unit. **Business**—The company was organized under California law in April, 1960, to acquire land for the development of residential lots, a golf course and related facilities. **Proceeds** — For the payment of a mortgage

Spiegel, Inc. Offers Debens.

Public offering of $40,000,000 Spiegel, Inc. 5¼% debentures, due April 1, 1983, at 100% and accrued interest from April 1, 1961, was made on April 12 by Wertheim & Co. and associates.

Net proceeds from the financing will be added to the general funds of the company to finance its increasing accounts receivable. Funds from the sale of the debentures will be applied toward the reduction of existing short-term obligations.

The 1983 debentures will not be redeemable before April 1, 1971, after which they will be redeemable at optional redemption prices ranging from 102.80% to par, plus accrued interest. The debentures may also be redeemed on and after April 1, 1966, at the company's option, based on certain conditions of declining accounts receivable, at redemption prices starting at 102.80% and declining to par, plus accrued interest.

Spiegel, Inc., of Chicago, Ill., is engaged in the sale of merchandise by mail, concentrating its efforts in the specialized techniques of catalog credit promotion, credit acceptance, collections and credit finance. The company is believed to sell a substantially larger proportion of its total volume on the monthly payment plan than any other national retailer of general merchandise.

For the year 1960, the company and its subsidiaries had consolidated gross sales of $268,834,000 and a profit of $11,753,000.

Hersh Eatherton Branch

BOULDER, Colo.—Hersh Eatherton & Associates, Inc. has opened a branch office in the Penfold Building under the management of Kenneth C. Penfold.

Eatherton Opens New Brch.

LAKEWOOD, Colo. — Hersh Eatherton & Associates, Inc. has opened a branch office at 1480 Hoyt Street, under the direction of Robert J. McIntosh.

Municipal Inv. Units Offered

Pursuant to an April 12 prospectus, a nationwide underwriting group headed by Ira Haupt & Co. publicly offered, at $101.83 per unit, 10,000 units in the Municipal Investment Trust Fund Series A. Each such unit represented a 1/10,000th interest in the $10,000,000 principal amount of tax exempt bonds held in the Fund.

The Fund was organized in order to make available investment in a diversified portfolio of municipal, revenue, and other tax-exempt bonds.

Firm Name Now Imperial Financial Services

MINNEAPOLIS, Minn.—The firm name of Minneapolis Associates, Inc., 607 Marquette Avenue, has been changed to Imperial Financial Services, Inc. Imperial Financial is the underwriter and manager of Imperial Fund, Inc., and Imperial Capital Fund, Inc.

note, for development expenses and for working capital. **Office**—3436 North Verdugo Road, Glendale, Calif. **Underwriters**—Dempsey-Tegeler & Co., St. Louis, Mo., and Lester, Ryons & Co., Los Angeles, Calif.

Apache Corp.
March 31, 1961 filed 300 units in the Apache Gas and Oil Program 1962. **Price**—$15,000 per unit. **Business**—The acquisition, holding, testing, developing and operating of gas and oil leaseholds. **Proceeds**—For general corporate purposes. **Office**—523 Marquette Ave., Minneapolis, Minn. **Underwriter** — The company and its subsidiary, APA, Inc., will act as underwriters for the Program.

Apache Realty Corp.
March 31, 1961 filed 1,000 units in the First Apache Realty Program. **Price**—$5,000 per unit. **Business**—The Program plans to engage in the real estate business, with emphasis on the acquisition, development and operation of shopping centers, office buildings and industrial properties. **Proceeds** — For investment. **Office** — 523 Marquette Ave., Minneapolis, Minn. **Underwriter**—Blunt Ellis & Simmons, Chicago (managing).

● **Aqua-Chem, Inc. (4/24-28)**
March 3, 1961 filed 340,000 shares of common stock (par $1), of which 227,000 are to be offered for public sale by the company and 113,000 outstanding shares by Cleaver-Brooks Co., its parent. **Price**—To be supplied by amendment. **Business** — The company, formerly Cleaver-Brooks Special Products, Inc., is engaged principally in the development, manufacture and sale of equipment used for desalting and purifying sea and brackish water. **Proceeds** — For research and development and working capital. **Office** — 225 North Grand Ave., Waukesha, Wis. **Underwriters** — Carl M. Loeb, Rhoades & Co., New York City and Loewi & Co., Inc., Milwaukee, Wis. (managing).

Arizona Color Film Processing Laboratories, Inc.
March 23, 1961 filed 2,100,500 shares of common stock to be offered for subscription by common stockholders on the basis of one new share for each share held. **Price** —22 cents per share. **Business**—The processing of black and white and color film. **Proceeds**—To repay loans and for working capital. **Office**—2 North 30th Street, Phoenix, Ariz. **Underwriter**—None.

Arkansas Power & Light Co. (5/15)
March 23, 1961 this subsidiary of Middle South Utilities filed $12,000,000 of first mortgage bonds, due 1991. **Office**—Ninth and Louisiana Streets, Little Rock, Ark. **Underwriter**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Eastman Dillon, Union Securities & Co., and Equitable Securities Corp. (jointly); Blyth & Co. and Dean Witter & Co. (jointly); Lehman Brothers; Stone & Webster Securities Corp. and White, Weld & Co. (jointly); Merrill Lynch, Pierce, Fenner & Smith Inc. **Bids**—To be received May 15 at 11:30 a.m. (DST).

● **Armstrong Paint & Varnish Works, Inc. (5/1-5)**
March 9, 1961 filed 207,315 outstanding shares of common stock, to be offered for public sale by the present holders thereof. **Price**—To be supplied by amendment. **Business** — The manufacture and sale of paint, varnish, lacquer and paint cans. **Proceeds**—For the selling stockholders. **Office**—1330 South Kilbourn Ave., Chicago, Ill. **Underwriter** — Lee Higginson Corp., New York City (managing).

Arrow Electronics, Inc.
March 30, 1961 filed 165,000 shares of common stock (par $1). **Price**—$5 per share. **Business**—The distribution of electronic equipment including high fidelity, radio and television components. **Proceeds**—To repay loans, expand facilities and for working capital. **Office** — 525 Jericho Turnpike, Mineola, L. I., N. Y. **Underwriter**—Arnold Malkan & Co., Inc., New York City. **Offering**—Expected in June.

● **Astek Instrument Corp. (4/21)**
March 17, 1961 (letter of notification) 200,000 shares of common stock (par 10 cents). **Price**—$1.50 per share. **Business**—The manufacture of flight instruments and control systems for missiles, space vehicles and aircraft. **Proceeds**—For leasehold improvements, furniture and equipment, the purchase of equipment, and working capital. **Office** — Armonk, N. Y. **Underwriter** — M. H. Woodhill, Inc., New York, N. Y.

● **Atlantic Fund for Investment in U. S. Government Securities, Inc. (4/17-21)**
July 22, 1960, filed 2,000,000 shares of common stock. **Price** — $25 per share. **Business** — A diversified investment company, which will become an open-end company with redeemable shares upon the sale and issuance of the shares being registered. **Proceeds**—For investment in U. S. Government securities. **Office**—50 Broad Street, New York City. **Underwriter**—Capital Counsellors, 50 Broad Street, New York City. **Note**—This company was formerly the Irving Fund for Investment in U. S. Government Securities, Inc.

Audiographic Inc.
Feb. 27, 1961 filed 150,000 shares of common stock. **Price** —$4 per share. **Business**—The manufacture and sale of fire and burglar warning systems. **Proceeds**—To establish subsidiaries, buy equipment to make component parts of warning systems now manufactured by others, reduce indebtedness, add to inventory, and for working capital. **Office**—Bellemore, L. I., N. Y. **Underwriter**—First Broad Street Corp., New York City (managing).

★ **Automated Procedures Corp.**
April 7, 1961 filed 110,000 shares of class A stock (par 5 cents). **Price**—$3 per share. **Business**—The company offers customized data processing service which involves

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NEW ISSUE CALENDAR

April 17 (Monday)

Adler Electronics, Inc.______________________**Common**
(Carl M. Loeb, Rhoades & Co.) 160,000 shares
Atlantic Fund for Investment in U. S. Government Securities, Inc.______________**Common**
(Capital Counsellors) $50,000,000
Automation Development, Inc.____________**Common**
(First Philadelphia Corp.) $150,000
Chroma-Glo, Inc. ______________________**Common**
(Jamieson & Co.) $297,000
Colber Corp. __________________________**Common**
(Richard Bruce & Co., Inc.) $300,000
Community Research & Developm't, Inc.__**Common**
(Offering to stockholders—underwritten by Alex. Brown & Sons) 620,445 shares
Daffin Corp. __________________________**Common**
(Lehman Brothers and Piper, Jaffray & Hopwood) 150,000 shares
Dynatronics, Inc.________________________**Common**
(R. S. Dickson & Co.) 120,000 shares
Honey Dew Food Stores, Inc.____________**Common**
(Underwriter to be named) $290,000
Majestic Specialties, Inc.________________**Common**
(Hayden, Stone & Co.) 140,000 shares
Marcon Electronics Corp.________________**Common**
(Meade & Co.) $300,000
Ohio-Franklin Fund, Inc.________________**Common**
(Distributor—The Ohio Co.) 2,000,000 shares
Physio-Chem Corp.______________________**Common**
(Fontana Securities Inc.) $300,000
Progress Webster Electronics Corp.______**Common**
(Marron, Sloss & Co., Inc.) $675,000
Resitron Laboratories, Ltd.______________**Common**
(D. E. Liederman & Co., Inc.) $200,000
Talley Industries, Inc.__________________**Debentures**
(Adams & Peck and McDonnell & Co., Inc.) $1,500,000
Vitamix Pharmaceutical, Inc.____________**Common**
(Bache & Co.) 100,000 shares
Wolf Corporation ______________________ **Class A**
(No underwriting) $300,000

April 18 (Tuesday)

Charles of the Ritz, Inc.________________**Common**
(White, Weld & Co., Inc.) 215,000 shares
Colonial Mortgage Service Co.___________**Common**
(Drexel & Co. and Stroud & Co.) 100,000 shares
Independent Telephone Corp.____________**Common**
(Burnham & Co.) 350,000 shares
Missouri Pacific RR.______________**Equip. Trust Ctfs.**
(Bids at noon CST) $6,000,000
Winston-Muss Corp.______________________**Units**
(Lee Higginson Corp.) $9,000,000

April 19 (Wednesday)

Mack Trucks, Inc.______________________**Debentures**
(Eastman Dillon, Union Securities & Co.) $20,000,000
Season-All Industries, Inc.______________**Common**
(Moore, Leonard & Lynch) 100,000 shares
United States Steel Corp.______________**Debentures**
(Morgan Stanley & Co.) $300,000,000

April 20 (Thursday)

Custom Components, Inc.________________**Common**
(Manufacturers Securities Corp.; Bioren & Co.; Wm. Stix Wasserman & Co. Inc.; Chace, Whiteside & Winslow Inc., and Draper, Sears & Co.) $495,000
Customline Control Panels, Inc.__________**Common**
(Blaha & Co., Inc.) $300,000
National Food Marketers, Inc.___________**Common**
(Robert Edelstein Co., Inc.) $400,000
Nedick's Stores, Inc.____________________**Common**
(Van Alstyne, Noel & Co.) 185,000 shares
Orange & Rockland Utilities, Inc._____________**Bonds**
(Bids 11:00 a.m.) $12,000,000
Transcontinental Gas Pipe Line Corp.______**Bonds**
(White, Weld & Co. and Stone & Webster Securities Corp.) $35,000,000
United States Freight Co._____________**Debentures**
(Offering to stockholders—underwritten by Merrill Lynch, Pierce, Fenner & Smith, Inc.) $15,393,900

April 21 (Friday)

Astek Instrument Corp.__________________**Common**
(M. H. Woodhill Inc.) $300,000
Haloid Xerox Inc.____________________**Debentures**
(Offering to stockholders—underwritten by First Boston Corp.) $15,093,600
National Airlines, Inc.________________**Debentures**
(Offering to stockholders—Underwritten by Lehman Brothers) $10,288,000

April 24 (Monday)

American Molded Fiberglass Co.__________**Common**
(Vestal Securities Corp.) $148,172
Aqua-Chem, Inc. ______________________**Common**
(Carl M. Loeb, Rhoades & Co. and Loewi & Co. Inc.) 340,000 shares
Blatt (M.) Co.__________________________**Common**
(Maltz, Greenwald & Co.; Clayton Securities Corp.; Rodetsky, Kleinzahler, Walker & Co. and L. C. Wegard & Co.) 100,000 shares
Blue Haven Industries, Inc.______________**Common**
(Carter, Berlind, Potoma & Weill) $280,000
California Financial Corp.________________**Capital**
(William R. Staats & Co. and J. Barth & Co.) 88,977 shares
California Liquid Gas Corp.______________**Common**
(Kidder, Peabody & Co.) 125,00 shares
Crowell-Collier Publishing Co._________**Debentures**
(Offering to stockholders—Underwritten by Carl M. Loeb, Rhoades & Co.)
Duke Power Co._________________________**Common**
(Offering to stockholders—No underwriting) 368,000 shares
Electro-Mechanical Corp.________________**Common**
(Manufacturers Securities Corp.) $224,200
Fabien Corp. __________________________**Common**
(Goodbody & Co.) $405,000
Fulton Industries, Inc.__________________**Common**
(Robinson-Humphrey Co., Inc. and Walston & Co., Inc.) 233,955 shares
Geriatric Pharmaceutical Corp.___________**Common**
(T. M. Kirsch Co.) $200,000
Giannini Controls Corp._________________**Common**
(Kidder, Peabody & Co.) $300,000
Heath (D. C.) & Co.____________________**Common**
(Kidder, Peabody & Co.) 240,000 shares
Hickory Industries, Inc.__________________**Common**
(J. B. Coburn Associates, Inc.) $125,000

Income Planning Corp._______________________**Units**
(Espy & Wanderer, Inc.) $200,000
Jodmar Industries, Inc.___________________**Common**
(Fontana Securities, Inc.) $300,000
Kings Electronics Co., Inc._______________**Common**
(Ross, Lyon & Co., Inc.) $1,180,748
Kreisler (Charles) Inc.___________________**Common**
(Albion Securities Co., Inc.) $300,000
Meridian Electronics, Inc.________________**Common**
(B. N. Rubin & Co. Inc.) $285,000
Microwave Associates, Inc._______________**Common**
(Lehman Brothers) 240,000 shares
Mohawk Insurance Co.___________________**Common**
(R. F. Dowd & Co., Inc.) $900,000
National Fuel Gas Co._________________**Debentures**
(Bids 11 a.m. EST) $27,000,000
Northern Instrument Corp._______________**Common**
(I. R. E. Investors Corp.) $300,000
Ortronix, Inc. __________________________**Common**
(Beil & Hough Inc.; Goodbody & Co.; Courts & Co.; Security Associates Inc.; McDaniel & Co.; Nolting, Nichol & O'Donnell Inc.; Oscar E. Dooly & Co. and John H. Harrison & Co.) $300,000
Publishers Co., Inc._____________________**Common**
(Amos Treat & Co., Inc. and Roth & Co., Inc.) $2,200,000
Tassette, Inc.___________________________**Class A**
(Amos Treat & Co., Inc.) 200,000 shares
Terryphone Corp. _______________________**Common**
(Stroud & Co. and Warren W. York & Co.) 200,000 shares
Thrift Courts of America, Inc._______________**Units**
(Myron A. Lomasney & Co.) $1,600,000
Tronomatic Corp. _______________________**Common**
(Plymouth Securities Corp.) $260,000

April 25 (Tuesday)

Endevco Corp.___________________________**Common**
(White, Weld & Co.) 125,000 shares
Iowa-Illinois Gas & Electric Co.______________**Bonds**
(Bids 10 a.m., CST) $15,000,000
Irvington Steel & Iron Works_____________**Common**
(L. L. Fane & Co., Inc.) $300,000
Motorola, Inc.________________________**Debentures**
(Halsey, Stuart & Co. and Goldman, Sachs & Co.) $30,000,000
New England Telephone & Telegraph Co._____**Com.**
(Offering to stockholders—no underwriting) 3,149,615 shares
Victoreen Instrument Co.________________**Common**
(Van Alstyne, Noel & Co.) 350,000 shares

April 26 (Wednesday)

Ampoules, Inc.__________________________**Common**
(Brand, Grumet & Seigel, Inc. and Kesselman & Co., Inc.) $400,000
General Precision Equipment Corp.______**Common**
(The First Boston Corp. and Tucker, Anthony and R. L. Day) 150,000 shares
Grolier Inc. ____________________________**Common**
(Dominick & Dominick) 120,000 shares
Madison Gas & Electric Co._______________**Bonds**
(Bids 10 a.m., CST) $7,000,000
Roblin-Seaway Industries, Inc.____________**Class A**
(Brand, Grumet & Seigel, Inc.) $480,000

April 27 (Thursday)

Beryllium Manufacturing Corp.___________**Common**
(Eldes Securities Corp.) $472,500

May 1 (Monday)

Armstrong Paint & Varnish Works, Inc.__**Common**
(Lee Higginson Corp.) 207,315 shares
Consolidated Activities, Inc.___________**Debentures**
(G. F. Nicholls & Co., Inc.) $1,000,000
Consolidated Activities, Inc._____________**Common**
(G. F. Nicholls & Co., Inc.) $175,000
Dodge Wire Corp.______________________**Common**
(Plymouth Securities Corp.) $600,000
Economy Book Co._____________________**Common**
(Hayden, Stone & Co.) 150,000 shares
Elion Instruments, Inc.___________________**Capital**
(Warner, Jennings, Mandel & Longstreth) 60,000 shares
Emmer Glass Corp._____________________**Common**
(Clayton Securities Corp.) $760,000
General Economics Corp.________________**Common**
(Continental Planning Co.) $650,000
Lytton Financial Corp.___________________**Capital**
(William R. Staats & Co. and Shearson, Hammill & Co.) 300,000 shares
National Bagasse Products Corp.______________**Units**
(S. D. Fuller & Co. and Howard, Weil, Labouisse, Friedrichs & Co.) $2,654,370
Opelika Manufacturing Corp._____________**Common**
(Glore, Forgan & Co.) 200,000 shares
Panacolor, Inc. ________________________**Common**
(Federman, Stonehill & Co.) $800,000
Seacrest Industries Inc.__________________**Common**
(A. J. Gabriel Co., Inc. and Williamson Securities Corp.) $160,000
Stratton Corp. ________________________**Debentures**
(Cooley & Co.) $350,000
U. S. Mfg. & Galvanizing Corp.__________**Common**
(Armstrong Corp.) $300,000
Washington Natural Gas Co.____________ **Common**
(Offering to stockholders—underwritten by Dean Witter & Co.; Blyth & Co., Inc., and Merrill Lynch, Pierce, Fenner & Smith, Inc.) 118,384 shares

May 2 (Tuesday)

Bell Telephone Co. of Pennsylvania___**Debentures**
(Bids 11 a.m. DST) $50,000,000
Norway (Kingdom of)____________________**Bonds**
(Harriman Ripley & Co. Inc.; Kuhn, Loeb & Co. Inc.; Lazard Freres & Co. and Smith, Barney & Co. Inc.) $15,000,000
Sierra Pacific Power Co.________________**Common**
(Offering to stockholders—no underwriting) 132,570 shares

May 3 (Wednesday)

Continental Oil Co.____________________**Debentures**
(Morgan Stanley & Co.) $100,000,000
Washington Gas Light Co.___________________**Bonds**
(Bids 11 a.m. DST) $15,000,000

May 4 (Thursday)

Chicago, Burlington & Quincy RR.__**Equip. Tr. Ctfs.**
(Bids to be received) $4,800,000

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May 5 (Friday)

ACR Electronics Corp.------**Common**
(Robert Edelstein Co., Inc.) $375,000

May 8 (Monday)

Accesso Corp.------**Units**
(Ralph B. Leonard & Sons, Inc.) $600,000

Airwork Corp.------**Units**
(Auchincloss, Parker & Redpath) $1,500,000

Dixie Natural Gas Corp.------**Common**
(Vestal Securities Corp.) $300,000

Electronic Assistance Corp.------**Common**
(Hayden, Stone & Co.) 110,000 shares

Philadelphia Aquarium, Inc.------**Debentures**
(Stroud & Co.) $2,550,000

Stein, Hall & Co. Inc.------**Common**
(F. Eberstadt & Co.) 250,000 shares

May 9 (Tuesday)

King Kullen Grocery Co., Inc.------**Class A**
(Hemphill, Noyes & Co. and Estabrook & Co.) 180,000 shares

Peoples Gas Light & Coke Corp.------**Bonds**
(Bids 10 a.m. CDST) $30,000,000

May 10 (Wednesday)

All-State Credit Corp.------**Class A**
(Mortimer B. Burnside & Co., Inc.) $1,000,000

CTS Corp.------**Common**
(Goldman, Sachs & Co.) 300,000 shares

New York Central RR.------**Equip. Trust Ctfs.**
(Bids to be received) $4,155,000

May 11 (Thursday)

Sierra Pacific Power Co.------**Bonds**
(Bids 11 a.m. DST) $6,500,000

May 15 (Monday)

Arkansas Power & Light Co.------**Bonds**
(Bids 11:30 a.m. DST) $12,000,000

Criterion Insurance Co.------**Common**
(Offering to stockholders—no underwriting) $3,120,000

North Electric Co.------**Common**
(Offering to stockholders—no underwriting) 22,415 shares

Wayne-George Corp.------**Common**
(Hayden, Stone & Co.) 80,000 shares

May 16 (Tuesday)

Harcourt Brace & World, Inc.------**Common**
(White, Weld & Co., Inc.) 101,398 shares

New York State Electric & Gas Corp.------**Bonds**
(Bids 11 a.m. DST) $25,000,000

May 17 (Wednesday)

Beam (James B.) Distilling Co.------**Common**
(Goldman, Sachs & Co.) 200,000 shares

Pennsylvania Electric Co.------**Bonds**
(Bids 11 a.m. DST) $10,000,000

May 18 (Thursday)

Interstate Power Co.------**Bonds**
(Bids 11 a.m. DST) $9,000,000

Interstate Power Co.------**Common**
(Offering to stockholders—Bids 11 a.m. DST) 223,833 shares

May 22 (Monday)

Aerotest Laboratories Inc.------**Common**
(Hayden, Stone & Co.) 100,000 shares

American Financial Corp.------**Common**
(Westheimer & Co.) 175,000 shares

Amity Corp.------**Common**
(Karen Securities Corp.) $226,217

Brown Fintube Co.------**Common**
(Paine, Webber, Jackson & Curtis) 122,000 shares

Chock Full O' Nuts Corp.------**Debentures**
(F. Eberstadt & Co.) $7,500,000

Harwyn Publishing Corp.------**Common**
(N. A. Hart & Co.) $412,500

Ohio Edison Co.------**Bonds**
(Bids 11:30 a.m. DST) $30,000,000

Real Estate Investment Trust of America------**Ben.Int.**
(Paine, Webber, Jackson & Curtis; Kidder, Peabody & Co. and Lee Higginson Corp.) 500,000 shares

Schaper Manufacturing Co., Inc.------**Common**
(Paine, Webber, Jackson & Curtis) $806,000

May 23 (Tuesday)

Michigan Consolidated Gas Co.------**Bonds**
(Bids 10:30 a.m. DST) $30,000,000

May 24 (Wednesday)

Angeles Crest Development Co., Inc.------**Units**
(Dempsey-Tegeler & Co. and Lester, Ryons & Co.) $1,897,500

Consolidated Natural Gas Co.------**Debentures**
(Bids 11:30 a.m. DST) $40,000,000

Sigma Instruments, Inc.------**Common**
(W. C. Langley & Co.) 200,000 shares

U. S. Realty Investment Trust------**Ben. Int.**
(Hornblower & Weeks) $3,869,750

May 25 (Thursday)

New Orleans Public Service, Inc.------**Bonds**
(Bids 11:30 a.m. DST) $15,000,000

Northern Pacific Ry.------**Equip. Trust Ctfs.**
(Bids noon DST) $6,600,000

May 29 (Monday)

Eastern Lime Corp.------**Common**
(Casper Rogers & Co.) $300,000

Rocket Jet Engineering Corp.------**Common**
(Thomas Jay, Winston & Co., Inc. and Maltz, Greenwald & Co.) 110,000 shares

May 31 (Wednesday)

Indiana & Michigan Electric Co.------**Debentures**
(Bids 11:30 a.m. DST) $20,000,000

June 1 (Thursday)

Columbia Gas System, Inc.------**Debentures**
(Bids to be received) $30,000,000

June 5 (Monday)

Pennsylvania Electric Co.------**Debentures**
(Bids noon DST) $12,000,000

June 6 (Tuesday)

American Telephone & Telegraph Co.------**Bonds**
(Bids to be received) $250,000,000

Public Service Electric & Gas Co.------**Common**
(Merrill Lynch, Pierce, Fenner & Smith, Inc.) 900,000 shares

June 7 (Wednesday)

Community Public Service Co.------**Bonds**
(Bids to be received) $5,000,000

June 8 (Thursday)

Brooklyn Union Gas Co.------**Bonds**
(Bids to be received) $20,000,000

June 12 (Monday)

Income Properties, Inc.------**Class A**
(Eisele & King, Lebaire, Stout & Co.) $1,462,500

June 13 (Tuesday)

Virginia Electric & Power Co.------**Bonds**
(Bids 11 a.m. DST) $30,000,000

June 14 (Wednesday)

Michigan Wisconsin Pipe Line Co.------**Bonds**
(Bids 11 a.m. DST) $30,000,000

June 15 (Thursday)

Photronics Corp.------**Common**
(Offering to stockholders—underwritten by L. D. Sherman & Co.) 150,000 shares

Southern Electric Generating Co.------**Bonds**
(Bids 11 a.m. DST) $25,000,000

June 20 (Tuesday)

Consolidated Edison Co. of New York, Inc.------**Bonds**
(Bids 11 a.m. DST) $50,000,000

June 27 (Tuesday)

Massachusetts Electric Co.------**Bonds**
(Bids to be received) $17,500,000

August 8 (Tuesday)

Northern States Power Co.------**Bonds**
(Bids to be received) $20,000,000

September 28 (Thursday)

Mississippi Power Co.------**Bonds**
(Bids to be received) $5,000,000

Mississippi Power Co.------**Preferred**
(Bids to be received) $5,000,000

October 18 (Wednesday)

Georgia Power Co.------**Bonds**
(Bids to be received) $15,500,000

Georgia Power Co.------**Preferred**
(Bids to be received) $8,000,000

December 5 (Tuesday)

Virginia Electric & Power Co.------**Bonds**
(Bids to be received) $15,000,000

December 7 (Thursday)

Gulf Power Co.------**Bonds**
(Bids to be received) $5,000,000

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the breaking up of complex accounting operations into simple tasks performable by its machines. **Proceeds**—To purchase additional equipment. **Office** — 71 West 23rd Street, New York City. **Underwriter**—Jay W. Kaufmann & Co., New York City.

Automatic Canteen Co. of America
Feb. 7, 1961 filed 127,725 outstanding common shares. **Price** — To be supplied by amendment. **Business**—The development, manufacture, sale, lease and servicing of vending machines. **Proceeds**—To the selling stockholders. **Office**—Merchandise Mart Plaza, Chicago, Ill. **Underwriter**—None.

● **Automation Development, Inc. (4/17-21)**
Jan. 27, 1961 (letter of notification) 40,000 shares of common stock (par 5 cents). **Price**—$3.75 per share. **Proceeds**—For further development of the "Skyjector." **Office**—342 Madison Ave., New York City. **Underwriter**—First Philadelphia Corp., New York, N. Y.

B. M. C. Industries, Inc.
March 1, 1961 filed 50,000 shares of 7% non-cumulative preferred stock (par $7.50); and 200,000 shares of common stock (par one cent), of which 50,000 shares are to be offered for public sale by the company and 150,000 outstanding shares by the present holder thereof. The offering will be made in units, each unit to consist of one preferred share and four common shares. **Price**—$11.50 per unit. **Business**—The company, formerly Beakatron Manufacturing Corp., manufactures, assembles and distributes a diverse line of electronic components for use in guidance and communication systems. **Proceeds**—For expansion and working capital. **Office**—1101-1109 Utica Ave., Brooklyn, N. Y. **Underwriter**—International Services Corp., Paterson, N. J.

BarChris Construction Corp.
March 30, 1961 filed $3,500,000 of convertible subordinated debentures, due May 1, 1976. **Price**—To be supplied by amendment. **Business**—The design, manufacture and sale of bowling alleys and bowling equipment. **Proceeds**—For construction of a new plant, development of new products and working capital. **Office**—35 Union Square West, New York City. **Underwriter**—Drexel & Co., New York City (managing). **Offering** — Expected some time in May.

Beam (James B.), Distilling Co. (5/17)
March 24, 1961 filed 200,000 outstanding common shares. **Price**—To be supplied by amendment. **Business**—The production of whiskeys, vodka, brandies and cordials. **Proceeds**—For the selling stockholders. **Office**—65 East South Water Street, Chicago, Ill. **Underwriter**—Goldman, Sachs & Co., New York City (managing).

★ **Bell Telephone Co. of Pennsylvania (5/2)**
April 7, 1961 filed $50,000,000 of debentures, due May 1, 2001. **Proceeds**—To repay advances from A. T. & T. the parent company, and for expansion. **Office**—1835 Arch Street, Philadelhpia 3, Pa. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; White, Weld & Co., and Eastman Dillon, Union Securities & Co. (jointly); Morgan Stanley & Co. **Bids**—To be received in Room 2315, 195 Broadway, New York City, up to 11 a.m. (DST) on May 2, 1961.

● **Beryllium Manufacturing Corp. (4/27)**
Feb. 27, 1961 filed 105,000 shares of common stock. **Price**—$4.50 per share. **Business** — The fabrication of pure beryllium components and other materials. **Proceeds**—For expansion and inventory, with the balance for working capital. **Office**—253 W. Merrick Rd., Valley Stream, L. I., N. Y. **Underwriter**—Eldes Securities Corp., New York City.

Blatt (M.) Co. (4/24-28)
Feb. 28, 1961 filed 100,000 shares of common stock (par 25 cents). **Price**—To be supplied by amendment. **Business** — The issuer manufactures and installs bowling lanes and related equipment. **Proceeds**—For expansion, new equipment, the repayment of debts and for working capital. **Office**—315 Third St., Trenton, N. J. **Underwriters**—Maltz, Greenwald & Co., New York City (managing); Clayton Securities Corp., Boston, Mass.; Rodetsky, Kleinzahler, Walker & Co., Jersey City, N. J.; and L. C. Wegard & Co., Levittown, N. J.

★ **Blue Haven Industries, Inc. (4/24-28)**
March 30, 1961 (letter of notification) 70,000 shares of common stock (par 10 cents). **Price**—$4 per share. **Proceeds**—To increase inventory, reduce indebtedness and for working capital. **Office**—11933 Vose St., North Hollywood, Calif. **Underwriter** — Carter, Berlind, Potoma & Weill, New York, N. Y.

Bowl-Mor Co., Inc.
March 29, 1961 filed 38,474 outstanding shares of common stock to be offered for public sale by the present holders thereof. **Price**—At the market. **Business**—The manufacture and distribution of pin-setting machines used in bowling. **Proceeds**—For the selling stockholders. **Office**—Newtown Road, Littleton, Mass. **Underwriter**—None.

Briel Industries, Inc.
Feb. 17, 1961 (letter of notification) 11,590 shares of class A common stock (par $2.50) to be offered for subscription by stockholders on the basis of one new share for each 16 shares held. **Price**—$8 per share. **Proceeds**—For construction and working capital. **Address**—Industrial Park, Shelbyville, Ky. **Underwriters**—J. J. B. Hilliard & Son and Stein Bros. & Boyce, both of Louisville, Ky.

Broadcast International, Inc.
Feb. 28, 1961 (letter of notification) 60,000 shares of common stock (par five cents). **Price**—$5 per share. **Business**—Producers of radio and television programs. **Proceeds**—For general corporate purposes. **Office**—3 W. 57th St., New York City. **Underwriter**—Harry Odzer Co., New York, N. Y.

● **Brown Fintube Co. (5/22-26)**
March 27, 1961 filed 122,000 shares of class A common stock (par $1), of which 100,000 shares are to be offered for public sale by the company and 22,000 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business**—The production of heat-transfer equipment for use primarily in the petrochemical, chemical and refining industries. **Proceeds** — For new equipment and working capital. **Office**—300 Huron Street, Elyria, Ohio. **Underwriter**—Paine, Webber, Jackson & Curtis, New York City.

● **Burgmaster Corp.**
March 23, 1961 filed 190,000 shares of common stock (par $1). **Price**—To be supplied by amendment. **Business**—The manufacture of multiple spindle-turret drilling machines. **Proceeds**—To repay loans, purchase additional equipment and real estate, and for working capital. **Office**—15001 South Figueroa Street, Gardena, Calif. **Underwriter**—Shearson, Hammill & Co., New York City (managing). **Offering**—Expected in mid-May.

Business Finance Corp.
Aug. 5, 1960 (letter of notification) 195,000 shares of common stock (par 20 cents). **Price** — $1.50 per share. **Proceeds**—For business expansion. **Office**—1800 E. 26th St., Little Rock, Ark. **Underwriter**—Cohn Co., Inc., 309 N. Ridge Road, Little Rock, Ark.

★ **C. & S. Industries, Inc.**
March 24, 1961 (letter of notification) 1,320 shares of class A common stock (par $25), 2,640 shares of class B common stock (par $25) and 2,640 shares of preferred stock (par $25) to be offered in units, each unit to consist of one share of class A common, two shares of class B common and two shares of preferred. **Price**—$125 per

unit. **Proceeds**—For working capital. **Office**—5310 W. 66th Street, Chicago, Ill. **Underwriter**—None.

CTS Corp. (5/10)
March 16, 1961 filed 300,000 shares of common stock (no par) of which 75,000 shares are to be offered for public sale by the company and 225,000 outstanding shares by the present holders thereof. **Price** — To be supplied by amendment. **Business**—Manufactures electronic and electro-mechanical components, primarily variable resistors and associated switches. **Proceeds**—To repay debt and for working capital. **Office**—1142 West Beardsley Ave., Elkhart, Ind. **Underwriter**—Goldman, Sachs & Co., New York City (managing).

Cable Carriers, Inc.
March 23, 1961 filed 196,109 shares of capital stock. **Price**—To be supplied by amendment. **Business**—The company which began operations in 1954, is engaged in the research and development of special material handling systems for industrial and commercial use based on company-owned patents. **Proceeds**—For working capital. **Office**—Kirk Boulevard, Greenville, S. C. **Underwriter**—To be named.

Cad-E-Mobile Corp. of America
March 20, 1961 (letter of notification) 60,000 shares of class A common stock (par five cents). **Price**—$2 per share. **Proceeds** — For salaries, advertising, inventory, and working capital. **Office**—1830 N. E. 163rd Street, North Miami Beach, Fla. **Underwriter**—Lloyd, Miller & Co., Washington, D. C.

● California Financial Corp. (4/24-28)
Feb. 23, 1961 filed 88,977 shares of capital stock, of which 35,000 are to be offered for public sale by the company and 53,977 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business**—The company, through a subsidiary is engaged in the savings and loan business in the San Francisco area. It also conducts an insurance agency business, renders management services to its subsidiaries and participates in the financing of real estate development projects. **Proceeds**—For the repayment of loans and for expansion. **Office** — 11 Tillman Place, San Francisco, Calif. **Underwriters**—William R. Staats & Co., Los Angeles and J. Barth & Co., San Francisco.

● California Liquid Gas Corp. (4/24-28)
March 21, 1961 filed 125,000 shares of common stock (par $1), of which 50,000 are to be offered for public sale by the company and 75,000 outstanding shares by the present holders thereof. **Price** — To be supplied by amendment. **Business** — The sale and distribution of liquified petroleum gas and accessory equipment. **Proceeds**—To finance the acquisitions of Ransome Co. of Nevada and Liquiefuel, Inc., to retire debt and for working capital. **Office**—P. O. Box 5073, Sacramento, Calif. **Underwriter**—Kidder, Peabody & Co., New York City (managing).

★ Capital for Technical Industries, Inc.
April 10, 1961 filed 500,000 shares of common stock. **Price**—$10 per share. **Business**—A small business investment company. **Proceeds**—To repay a loan and to provide long term capital to small business concerns. **Office**—Los Angeles, Calif. **Underwriter**—Dempsey-Tegeler & Co., St. Louis, Mo.

★ Car Plan System, Inc.
April 10, 1961 (letter of notification) 100,000 shares of common stock (par 10 cents). **Price** — $3 per share. **Business** — The leasing of automobiles. **Proceeds** — For expansion. **Office**—540 N. W. 79th Street, Miami, Fla. **Underwriter**—R. F. Dowd & Co., Inc., New York City. **Offering**—Expected in early May.

Central Hadley Corp.
Jan. 27, 1961 filed 41,829 outstanding shares of 5% cumulative convertible preferred stock (par $10), and 481,450 outstanding common shares. **Business**—A holding company with three wholly owned subsidiaries; B. H. Hadley, Inc., which designs, develops, tests and manufactures precision components for fluid control and regulation systems for the missile industry; Stellardyne Laboratories, Inc., which sells testing and cleaning services to the missile industry; and Central Explorers Co., which owns oil leases and develops the leases. **Proceeds**—To the selling stockholders. **Office**—596 North Park Avenue, Pomona, Calif. **Underwriter**—None.

Central Mutual Telephone Co., Inc.
March 6, 1961 (letter of notification) 20,000 shares of common stock (par $10) being offered for subscription by stockholders of record April 4, at the rate of 24 new shares for each 100 shares held with rights to expire April 21. **Price** — $14 per share. **Proceeds** — To repay short-term notes. **Address** — c/o C. Lacey Comption, Esq., Manassas, Va. **Underwriter**—Folger, Nolan, Fleming-W. B. Hibbs & Co., Inc., Washington, D. C.

● Chalco Engineering Corp.
Jan. 30, 1961 filed 100,000 shares of common stock. **Price**—$6 per share. **Business**—The company is engaged in the business of engineering, research, development, manufacturing and installation of custom communication systems and electronic, electro-mechanical and mechanical systems and devices for ground support facilities for missile and space programs of the U. S. Government. The company also manufactures special purpose products sold for military use. **Proceeds**—For the repayment of loans and for working capital. **Office** — 15126 South Broadway, Gardena, Calif. **Underwriter** — First Broad Street Corp., New York City (managing). **Offering**—Expected sometime in April.

Charles of the Ritz, Inc. (4/18)
March 7, 1961 filed 215,000 outstanding shares of common stock (par $1). **Price**—To be supplied by amendment. **Business**—The firm makes and sells cosmetics and toilet preparations for women and, through a subsidiary, makes and sells pencils and ball point pens and related products. **Proceeds**—For a selling stockholder. **Office**—11 E. 58th Street, New York City. **Underwriter**—White, Weld & Co., Inc., New York City (managing).

Charleston Rubber Co.
March 23, 1961 (letter of notification) 15,000 shares of common stock (par $5). **Price**—$10 per share. **Proceeds**—For purchase of new equipment, research and development and working capital. **Office**—Stark Industrial Park, Charleston, S. C. **Underwriter** — Johnson, Coleman, Manning & Smith, Inc., 8 State Street, Charleston, S. C.

★ Chock Full O' Nuts Corp. (5/22-26)
April 7, 1961 filed $7,500,000 of subordinated debentures, due May 1, 1961. **Price**—To be supplied by amendment. **Business**—The operation of a chain of restaurants in the New York City area, and the packaging and retail sale of coffee. **Proceeds**—For expansion. **Office**—425 Lexington Avenue, New York 17, N. Y. **Underwriter**—F. Eberstadt & Co., New York City (managing).

Chroma-Glo, Inc. (4/17-20)
March 2, 1961 (letter of notification) 90,000 shares of common stock (par 50 cents). **Price** — $3.30 per share. **Business** — The manufacture of pressure sensitive emblems. **Proceeds**—For payment of obligations; purchase of equipment; and for working capital. **Office**—525 Lake Ave., S., Duluth 2, Minn. **Underwriter**—Jamieson & Co., Minneapolis, Minn.

Church Builders, Inc.
Feb. 6, 1961 filed 50,000 shares of common stock, series 2. **Price**—$5.50 per share. **Business**—A closed-end diversified investment company of the management type. **Proceeds**—For investment. **Office**—501 Bailey Avenue, Fort Worth, Texas. **Distributor**—Associates Management, Inc., Fort Worth, Texas.

Circle-The-Sights, Inc.
Mar. 30, 1960 filed 165,000 shares of com. stock and $330,000 of debentures (10-year 8% redeemable). **Price**—For stock, $1 per share; debentures in units of $1,000 at their principal amount. **Proceeds**—For initiating sight-seeing service. **Office**—Washington, D. C. **Underwriter**—None.

● Clairtone Sound Corp. Ltd.
March 29, 1961 filed 200,000 shares of common stock. **Price**—To be supplied by amendment. **Business**—The design, manufacturing and distribution of stereophonic high fidelity radio-phonograph consoles and accessories **Proceeds** — For research and development, expansion, increased inventories and repayment of debt. **Office**—118 Rivalda Road, Weston, Ont., Canada. **Underwriter**—Reiner, Linburn & Co., New York City (managing). **Offering**—Expected in late May.

● Clifton Precision Products Co., Inc.
Feb. 16, 1961 filed 60,000 outstanding shares of common stock. **Price**—To be supplied by amendment. **Business**—The company is engaged in the design, development, produtcion and sale of synchros, instrument servomotors and certain servo-mechanisms for use primarily in aircraft and missiles. **Proceeds**—For the selling stockholder. **Office** — Marple Ave., at Broadway, Clifton Heights, Pa. **Underwriter**—W. C. Langley & Co., New York City. **Offering**—Imminent.

Coastal Acceptance Corp.
March 1, 1961 (letter of notification) $175,000 of 10-year 7% registered series notes to be offered in varying denominations of $100 to $1,000. **Proceeds** — For general corporate purposes. **Office** — 36 Lowell Street, Manchester, N. H. **Underwriter**—Shontell & Varick, Manchester, N. H.

Coastal Publications Corp.
March 30, 1961 filed 110,000 shares of common stock (par 60 cents). **Price**—To be supplied by amendment. **Business**—The preparation of technical literature on the use and maintenance of complicated electronic equipment produced for the Department of Defense. **Proceeds**—For general corporate purposes. **Office**—130 W. 42nd Street, New York City. **Underwriter**—Jesup & Lamont, New York City.

● Colber Corp. (4/17-21)
Jan. 26, 1961 (letter of notification) 100,000 shares of common stock (par 20 cents). **Price**—$3 per share. **Business**—Manufacturers of resistors. **Proceeds**—For purchase of machinery and equipment, leasehold improvements and for working capital. **Office**—26 Buffington St., Irvington, N. J. **Underwriter**—Richard Bruce & Co., Inc., 80 Pine St., New York 5, N. Y.

● Colonial Mortgage Service Co. (4/18)
Jan. 31, 1961 filed 100,000 shares of common stock (par $1). **Price** — To be supplied by amendment. **Business**—Originating and servicing mortgage loans for institutional investors. **Office** — 141 Garrett Road, Upper Darby, Pa. **Underwriters**—Drexel & Co., and Stroud & Co., both of Philadelphia, Pa. (jointly).

Commercial Investment Co.
March 2, 1961 (letter of notification) 25,000 shares of common stock (par $1). **Price**—$5 per share. **Proceeds**—For purchase of stock in a customer's showroom; payment on a note and for working capital. **Office**—1963 W. Burnside St., Portland, Ore. **Underwriter**—Shiels Securities Inc., Portland, Ore.

● Community Research & Development, Inc. (4/17-21)
Feb. 27, 1961 filed 620,445 shares of common stock to be offered for subscription by holders of its common stock and 6% convertible debentures due Jan. 1, 1972 on the basis of one new share for each two common shares held, and 105 shares for each $1,000 of debentures held. **Price**—To be supplied by amendment. **Business**—The development, ownership and management of income producing real estate projects. **Proceeds** — For construction. **Office**—14 West Saratoga Street, Baltimore, Md. **Underwriter**—Alex. Brown & Sons, Baltimore, Md. (managing).

Comptometer Corp.
March 31, 1961 filed 160,401 shares of common stock to be offered for subscription by holders of outstanding common stock; 6½% subordinated convertible sinking fund debentures, series A, due 1970; and option agreements for the purchase of common shares. Warrants will be issued on the basis of one right for each common share held on the record date, one right for each share issuable upon conversion of a series A debenture, as if such debenture had been converted, and one right for each share issuable under the option agreements. The warrants will provide that one new share will be issuable for each eight rights tendered. **Price**—To be supplied by amendment. **Business**—The company's activities are organized on a divisional basis—Business Machines, Communications and Electronics, Business Forms, Burke Golf and Worthington Golf Ball Divisions. **Proceeds**—For the repayment of debt and for working capital. **Office**—5600 West Jarvis Ave., Chicago, Ill. **Underwriters** — To be named.

● Consolidated Activities, Inc. (5/1)
Feb. 28, 1961 filed $1,000,000 of 6½% convertible subordinated debentures, due April 30, 1976, to be offered by the company and 50,000 shares of common stock (par 50c) to be offered by a selling stockholder. **Price**—(Debenture) 101% of the principal amount. (Stock) $3.50 per share. **Business**—The issuer is principally engaged in the construction and operation of bowling alleys. **Proceeds**—To retire a mortgage and outstanding debentures, for construction of a new bowling alley. for general corporate purposes. **Office**—26 West Northfield Road, Livingston, N. J. **Underwriter**—G. F. Nicholls & Co., Inc., 1 Maiden Lane, New York 38, N. Y.

Consolidated Bowling Corp.
March 29, 1961 filed 738,000 shares of common stock and $900,000 of 6% convertible subordinated debentures, due in July, 1981. **Prices**—For the stock: $3.50 per share; for the debentures: 100% of principal amount. **Business**—Operates bowling centers and owns real estate. **Proceeds** — For expansion. **Office** — 880 Military Road, Niagara Falls, N. Y. **Underwriter**—None.

Consolidated Business Systems, Inc.
March 30, 1961 filed 200,000 shares of common stock (par 10 cents). **Price**—$4 per share. **Business**—The design, development, manufacture and sale of standard and custom made printed and lithographed business forms. **Proceeds** — To repay loans, purchase additional equipment, and for working capital. **Office** — 400 Jersey Avenue, New Brunswick, N. J. **Underwriter**—Milton D. Blauner & Co., Inc., and M. L. Lee & Co., Inc., both of New York City. **Offering**—Expected in late May to early June.

★ Consolidated Cigar Corp.
April 10, 1961 filed 275,000 shares of common stock (par $1), to be offered for subscription by holders of outstanding common stock at the rate of one new share for each share held. **Price**—To be supplied by amendment. **Business**—The manufacture and sale of cigars. **Proceeds**—For expansion. **Office**—529 Fifth Avenue, New York City. **Underwriter**—Eastman Dillon, Union Securities & Co., New York City (managing). **Offering**—Expected in late May.

● Consumers Automatic Vending, Inc.
March 31, 1961 filed 100,000 shares of common stock (par 10 cents). **Price**—$5 per share. **Business**—The installation, maintenance and servicing of automatic vending machines, including complete in-plant automatic cafeterias, in the metropolitan New York area. **Proceeds**—For equipment, the reduction of debt and other corporate purposes. **Office** — 59-05 56th Street, Maspeth, N. Y. **Underwriters**—Diran, Norman & Co., and V. S. Wickett & Co., Inc., both of New York City. **Offering**—Expected sometime in May.

★ Continental Oil Co. (5/3)
April 7, 1961 filed $100,000,000 of debentures, due 1991. **Price**—To be supplied by amendment. **Business**—The company and its subsidiaries produce, refine, transport and market petroleum and petroleum products. **Proceeds**—To repay debt, make advances to affiliates and for expansion. **Office**—1300 Main Street, Houston, Texas. **Underwriter**—Morgan Stanley & Co., New York City (managing).

Continental Trust Co.
March 15, 1961 (letter of notification) 297,000 shares of preferred stock and 297,000 shares of common stock to be offered in units of one share of preferred and one share of common. **Price**—$1.01 per unit. **Proceeds**—For operating expenses. **Office** — Scottsdale Savings Building, Scottsdale, Ariz. **Underwriter**— Preferred Securities, Inc., Phoenix, Ariz.

★ Cooperative Trading, Inc.
March 31, 1961 (letter of notification) 5,000 shares of common stock. **Price**—At par ($10 per share). **Proceeds**—To repay loans and for working capital. **Office**—665 McClister Avenue, Waukegan, Ill. **Underwriter**—None.

★ Cotter & Co.
March 28, 1961 (letter of notification) 1,400 shares of class A common stock (par $100) and 700 shares of non-cumulative preferred stock (par $100) to be offered in units, each unit to consist of 10 shares of class A common and five shares of preferred. **Price**—$1,500 per unit. **Proceeds**—For working capital. **Office**—2740 N. Clybourn Avenue, Chicago, Ill. **Underwriter**—None.

Criterion Insurance Co. (5/15)
March 27, 1961 filed 520,000 shares of common stock (par $2), to be offered for subscription by common stockholders of Government Employees Life Insurance Co., and Government Employees Corp., on the basis of one new share for each 10 shares held of record March 30, and by stockholders of Government Employees In-

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surance Co., on the basis of one new share for each five shares held of record March 30, with rights to expire about June 5. **Price**—$6 per share. **Business**—The company was organized on March 22, 1961 by the management of the three Government Employees Group companies and plans to engage in all kinds of fire and casualty insurance business. **Proceeds**—For general corporate purposes. **Office**—Government Employees Insurance Building, Washington, D. C. **Underwriter**—None.

● Crowell-Collier Publishing Co. (4/24-28)
March 14, 1961 filed $12,000,000 of convertible subordinated debentures due 1981, to be offered for subscription by common stockholders on the basis of $100 of debentures for each 25 common shares held. **Price**—To be supplied by amendment. **Business**—A holding company whose subsidiaries publish books and operate radio and TV stations. **Proceeds**—To repay loans. **Office**—640 Fifth Ave., New York City. **Underwriter** — Carl M. Loeb, Rhoades & Co., New York City (managing).

● Curley Co. Inc.
March 30, 1961 filed 50,000 shares of common stock (par $1). **Price**—To be supplied by amendment. **Business**—The manufacture and packaging of household liquid detergents for distribution under private labels. **Proceeds**—For general corporate purposes. **Office**—Jefferson and Masters Sts., Camden, N. J. **Underwriter**—Carter, Berlind, Potoma & Weill, New York City (managing). **Offering**—Expected in early May.

● Custom Components, Inc. (4/20)
Jan. 24, 1961 filed 165,000 shares of common stock (par 10 cents). **Price**—$3 per share. **Business**—The company designs, develops and produces high quality components for microwave and electronic systems. **Proceeds** — For expansion, acquisitions and working capital. **Office**—Passaic Ave., Caldwell, N. J. **Underwriter**—Manufacturers Securities Corp., 511 Fifth Ave., New York, N. Y. (managing); Bioren & Co. and Wm. Stix Wasserman & Co., Inc., New York City, Chace, Whiteside & Winslow, Inc., and Draper, Sears & Co., Boston, Mass.

Customline Control Panels, Inc. (4/20)
Feb. 21, 1961 (letter of notification) 120,000 shares of common stock (par 10 cents). **Price** — $2.50 per share. **Business**—Manufacturers of control panels for centralized control of chemical and industrial processes. **Proceeds**—For a training program for additional engineering personnel; additional capital equipment; payment of a bank loan; opening of a Los Angeles sales and engineering office; research and development and working capital. **Office**—1379 E. Linden Avenue, Linden, N. J. **Underwriter**—Blaha & Co., Inc., Long Island City, N. Y.

● Daffin Corp. (4/17-21)
March 22, 1961 filed 150,000 outstanding shares of common stock (no par), to be offered for public sale by the holders thereof. **Price**—To be supplied by amendment. **Business**—The manufacture and sale of specialized agricultural machinery. **Proceeds**—For the selling stockholders. **Office**—121 Washington Ave., South, Hopkins, Minn. **Underwriters** — Lehman Brothers, New York City, and Piper, Jaffray & Hopwood, Minneapolis, Minn. (managing.)

Dalto Corp.
March 29 filed 431,217 shares of common stock to be offered for subscription by holders of such stock of record Oct. 7 at the rate of one-and-a-half new shares for each share then held. **Price**—$1.25 per share. **Proceeds**—For the retirement of notes and additional working capital. **Office**—Norwood, N. J. **Underwriter**—Sterling, Grace & Co., 50 Broad St., New York City. **Offering**—Indefinitely postponed.

Dean Milk Co.
March 31, 1961 filed 150,093 shares of common stock, of which 100,000 shares are to be offered for public sale by the company and 50,093 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business**—The wholesale distribution of milk and milk products in the middle west. **Proceeds**—For the repayment of debt and for working capital. **Office**—3600 River Road, Franklin Park, Ill. **Underwriter** — A. G. Becker & Co., Chicago (managing).

● Decitron Electronics Corp.
March 16, 1961 filed 50,000 shares of common stock (par one cent), of which 30,000 shares are to be offered for public sale by the company and 20,000 outstanding shares by the present holders thereof. **Price** — $2 per share. **Business** — The design, manufacture and sale of electronic equipment for the U. S. Government. **Proceeds** — For research and development and for working capital. **Office**—850 Shepherd Ave., Brooklyn, N. Y., **Underwriter**—M. L. Lee & Co., New York City. **Offering**—Expected in mid-to-late May.

● Dekcraft Corp.
Feb. 15, 1961 filed 92,000 shares of common stock. **Price** To be supplied by amendment. **Business**—The company, formerly Supreme Ribbon Corp., manufactures, converts and packages gift wrappings. **Proceeds**—For the repayment of bank loans and for woking capital. **Office**—15 Burke Lane, Syosset, New York. **Underwriter**—Carter, Berlind, Potoma & Weill, New York City. **Offering**—Imminent.

Delanco Electric Machine Co., Inc.
Jan. 17, 1961 (letter of notification) 100,000 shares of common stock (par 10 cents). **Price**—$3 per share. **Business**—The company operates three retail stores selling sewing machines and electrical appliances. **Proceeds**—For expansion and general corporate purposes. **Office**—111 Delancey Street, New York, N. Y. **Underwriter**—Michael Pariser Corp., New York, N. Y.

★ Denver National Life Insurance Co.
March 31, 1961 (letter of notification) 125,000 shares of common stock (par 25 cents). **Price**—80 cents per share. **Proceeds** — For working capital. **Office** — 1636 Welton Street, Denver 2, Colo. **Underwriter**—None.

Development Corp. of America
March 30, 1961 filed 200,000 shares of common stock (par 10 cents). **Price**—$3 per share. **Business**—The development and construction of single-family residences and communities in Florida. **Proceeds**—For general corporate purposes. **Office** — 5707 Hollywood Boulevard, Hollywood, Fla. **Underwriter**—Amos Treat & Co., Inc., New York City (managing). **Offering** — Expected in June.

★ Di Giorgio Fruit Corp.
April 10,1961 filed 275,000 shares of common stock (par $2.50). **Price**—To be supplied by amendment. **Business**—The production, harvesting and marketing of agricultural products, especially fruits. **Proceeds**—For the repayment of a loan. **Office** — 350 Sansome Street, San Francisco, Calif. **Underwriter**—Dean Witter & Co., San Franicsco. **Offering**—Expected in late May.

● Dixie Natural Gas Corp. (5/8)
Dec. 5, 1960 (letter of notification) 75,000 shares of common stock (par 2 cents). **Price**—$4 per share. **Business**—Develops oil and gas leases in West Virginia. **Proceeds** — For general business purposes. **Office** — 115 Broadway, New York 6, N. Y. **Underwriter**—Vestal Securities Corp., New York City.

Dixon Chemical Industries, Inc.
March 31, 1961 filed $1,500,000 of 6% convertible subordinated income debentures due 1981 to be offered for subscription by holders of the company's common stock. **Price** — To be supplied by amendment. **Business** — The manufacture of sulfuric acid. **Proceeds**—For the construction of a new plant and for working capital. **Office**—1260 Broad Street, Bloomfield, N. J. **Underwriter**—P. W. Brooks & Co., Inc., New York City (managing). **Offering**—Expected in late May to early June.

Dixon Chemical & Research, Inc.
March 31, 1961 filed $2,900,000 of 6% convertible sinking fund debentures, due 1978. **Price**—To be supplied by amendment. **Business**—The production of sulfuric acid, liquid sulfur dioxide, aluminum sulfate, chromic acid and corrosion-resistant coatings. **Proceeds** — For construction of a new plant, repayment of debt, and working capital. **Office**—1260 Broad Street, Bloomfield, N. J. **Underwriter**—P. W. Brooks & Co., Inc., New York City (managing). **Offering**—Expected in late May to early June.

Dodge Wire Corp. (5/1)
Dec. 7, 1960, filed 100,000 shares of common stock. **Price**—$6 per share. **Business**—The manufacture of woven aluminum screen cloth. **Proceeds**—The repayment of indebtedness and general corporate purposes. **Office**—Industrial Blvd., Covington, Ga. **Underwriter**—Plymouth Securities Corp., New York City.

Duke Power Co. (4/24)
March 14, 1961 filed 368,000 shares of common stock to be offered for subscription by common stockholders on the basis of one new share for each 30 shares held of record April 24, with rights to expire May 15. **Price**—To be supplied by amendment. **Proceeds** — To repay short-term loans. **Offices**—Charlotte 1, N. C.; Flemington, N. J., and 30 Rockefeller Plaza, New York City. **Underwriter**—None.

Duplex Vending Corp.
March 20, 1961 filed 160,000 shares of common stock (par 10 cents). **Price**—$3 per share. **Business**—A distributor of the coin-operated commercial washers, and dryers, heaters and other equipment produced by International Duplex Corp. **Proceeds**—For expansion and working capital. **Office**—641 Bergen St., Brooklyn, N. Y. **Underwriter**—Godfrey, Hamilton, Magnus & Co., New York City (managing). **Offering**—Expected in May.

Dynatronics, Inc. (4/17-24)
Feb. 3, 1961 filed 120,000 shares of common stock. **Price**—To be supplied by amendment. **Business**—The company is engaged in the design, manufacture and sale of electronic equipment and systems, including antenna, digital and timing systems. **Proceeds**—For repayment of bank loans, new equipment and working capital. **Address**—P. O. Box 2566, Oriando, Fla. **Underwriter**—R. S. Dickson & Co., Charlotte, N. C.

Eastern Camera Exchange, Inc.
Dec. 29, 1960 (letter of notification) 75,000 shares of common stock (par 10 cents). **Price**—$4 per share. **Business**—Operating a chain of retail stores and concessions selling cameras, film and photographic supplies and equipment; also processes and prints black and white photographic film. **Proceeds**—To reduce indebtedness incurred by acquisitions, to pay notes due, and for general corporate purposes. **Office**—68 W. Columbia Street, Hempstead, N. Y. **Underwriter**—Casper Rogers & Co., Inc., New York, N. Y.

● Eastern Lime Corp. (5/29-6/2)
March 31, 1961 filed $700,000 of subordinated debentures, due 1976. **Price**—At 100% of principal amount. **Business**—The operation of a quarry in Kutztown, Pa., and the production of limestone for cement companies. **Proceeds**—For new equipment and the repayment of debt. **Office**—Kutztown, Pa. **Underwriters**—Stroud & Co., Inc., Philadelphia and Warren W. York & Co., Inc., Allentown, Pa. (co-managers).

Economy Book Co. (5/1-5)
March 15, 1961 filed 150,000 shares of common stock (par 10 cents) of which 75,000 shares are to be offered for public sale by the company and 75,000 outstanding shares, by the present holders thereof. **Price**—To be supplied by amendment. **Business**—The company and its subsidiaries are engaged principally in the binding of children's hard cover books. **Proceeds**—For new equipment, moving expenses and working capital. **Office**—511 Joyce Street, Orange, N. J. **Underwriter**—Hayden, Stone & Co., New York City (managing).

Electro Industries, Inc.
July 19, 1960 (letter of notification) 75,000 shares of class A common stock (no par) and 20,000 shares of additional class A common stock to be offered to the underwriters. **Prices**—Of class A common, $2 per share; of additional class A common, 2½ cents per share. **Proceeds**—To expand the company's inventory to go into the packaging and export of electrical equipment, and for working capital. **Office**—1346 Connecticut Ave., N. W., Washington, D. C. **Underwriter** — Carleton Securities Corp., Washington, D. C.

Electro-Mechanical Corp. (4/24)
March 17, 1961 (letter of notification) 54,000 shares of common stock (par one cent). **Price**—$2.30 per share. **Business**—The company designs, develops and produces electronic test equipment and systems for the communications and data processing fields. **Proceeds**—For expansion and general corporate purposes. **Office**—Town Dock Road, New Rochelle, N. Y. **Underwriter**—Manufacturers Securities Corp., 511 Fifth Avenue, New York 17, N. Y.

Electro-Nuclear Metals, Inc.
Aug. 31, 1960 (letter of notification) 250,000 shares of common stock. **Price**—At par ($1 per share). **Proceeds**—To purchase new equipment, rental and for administrative costs. **Office**—115 Washington Blvd., Roseville, Calif. **Underwriter**—A. J. Taranto & Co., Carmichael, Calif.

Electronic Assistance Corp. (5/8-12)
March 17, 1961 filed 110,000 shares of common stock (par 10 cents) of which 60,000 shares are to be offered for public sale by the company and 50,000 outstanding shares by the present holder thereof. **Price**—To be supplied by amendment. **Business**—The design, engineering, manufacture and sale of radar altimeters, communications devices and test equipment. **Proceeds**—For investment in a new subsidiary and for expansion of present facilities. **Office**—20 Bridge Avenue, Red Bank, N. J. **Underwriter**—Hayden, Stone & Co., New York City (managing).

Electronic Associates, Inc.
March 30, 1961 filed 75,000 shares of capital stock (par $1). **Price**—To be supplied by amendment. **Business**—The development, production and sale of analog computers and precision electronic laboratory equipment; and also computer engineering services at three centers in the United States and Europe. **Proceeds** — To repay loans and for working capital. **Office** — Long Branch, N. J. **Underwriter**—W. C. Langley & Co., New York City (managing). **Offering**—Expected in late May.

Elgeet Optical Co., Inc.
March 28, 1961 filed 180,000 shares of common stock. **Price** — $6.50 per share. **Business** — The production of lenses and optical systems for camera manufacturers. **Proceeds**—For repayment of bank loans, new machinery, research and development, with the balance for general corporate purposes. **Office**—838 Smith Street, Rochester, N. Y. **Underwriter**—Troster, Singer & Co., New York City (managing). **Offering**—Expected in late May.

Elion Instruments, Inc. (5/1)
Oct. 28, 1960 filed 60,000 outstanding shares of capital stock (par 50 cents), together with five-year warrants for the purchase of 6,000 new capital shares, to be offered for sale in units of one share of stock and one-tenth of a warrant. No sale will be made of less than 10 such units. **Price**—To be related to the price of the company's stock in the over-the-counter market immediately prior to the offering. **Business**—The firm makes and sells instruments and equipment for scientific and industrial measurement and analyses. **Proceeds**—To selling stockholders, who are two company officers who will lend the net proceeds to the company. **Office**—430 Buckley St., Bristol, Pa. **Underwriter** — Warner, Jennings, Mandel & Longstreth, Philadelphia, Pa.

● Elmer Glass Corp. (5/1-5)
March 8, 1961 filed 190,000 shares of class A common stock, of which 160,000 shares are to be offered for public sale by the company and 30,000 outstanding shares, by the present holder thereof. **Price**—$4 per share. **Business**—The sale of glass, metal, fiber and plastic containers; and housewares and garden accessories. **Proceeds**—For the repayment of debt and general corporate purposes. **Office**—6250 N. W. 25th Ave., Miami, Fla. **Underwriter**—Clayton Securities Corp., Boston, Mass. (managing).

● Empire Devices, Inc.
April 3, 1961 filed 105,000 outstanding shares of common stock to be offered for public sale by the present holders thereof. **Price**—Between $10 and $12 per share. **Business**—The manufacture of electronic test equipment. **Proceeds**—For the selling stockholders. **Office**—Amsterdam, N. Y. **Underwriter**—Hayden, Stone & Co., New York City (managing). **Offering**—Expected in late May.

Empire Life Insurance Co. of America
March 14, 1961 (letter of notification) 30,000 shares of capital stock (no par). **Price**—$10 per share. **Proceeds**—To go to selling stockholders. **Office**—2801 W. Roosevelt Road, Little Rock, Ark. **Underwriter**—Consolidated Securities, Inc., 2801 W. Roosevelt Road, Little Rock, Ark.

Endevco Corp. (4/25)
March 1, 1961 filed 125,000 shares of no par common stock. **Price**—To be supplied by amendment. **Business**—The design, manufacture and sale of piezoelectric transducers and associated electronic equipment. **Proceeds**—For equipment and working capital. **Office**—161 East California Blvd., Pasadena, Calif. **Underwriter**—White, Weld & Co., New York City (managing).

★ Enterprise Equipment, Inc.
April 5, 1961 filed 12,000 shares of 6% cumulative preferred stock. **Price**—At par ($25). **Business**—The com-

pany was organized in January, 1961, by Arden Farms Co., parent, to own and lease trucks and equipment used in the processing and distribution of dairy products. **Proceeds**—For general corporate purposes. **Office**—1501 Fourth Avenue South, Seattle, Wash. **Underwriter**—None.

★ Equity Capital Co.
April 7, 1961 filed 100,000 shares of common stock (par $1.25). **Price**—To be supplied by amendment. **Business**—The making of short-term construction and second mortgage loans, and the buying of improvement loan obligations from the holders thereof. **Proceeds**—To retire debt and for working capital. **Office** — 430 First Avenue North, Minneapolis, Minn. **Underwriter**—Paine, Webber, Jackson & Curtis, New York City (managing). **Offering**—Expected some time in June.

Fabien Corp. (4/24-28)
Feb. 27, 1961 filed 60,000 shares of outstanding common stock. **Price**—$6.75 per share. **Business**—The company, formerly Fabien Textile Printing Corp., is engaged in the printing of colored designs on various types of materials. **Proceeds** — To selling stockholders. **Office**—Lodi, N. J. **Underwriter**—Goodbody & Co., New York City (managing).

● Far West Financial Corp.
March 30, 1961 filed 950,000 shares of capital stock, of which a maximum of 770,000 shares will be offered for public sale by the company, and a maximum of 180,000 outstanding shares will be offered by the present holders thereof. **Price**—To be supplied by amendment. **Business**—The company owns a majority of State Mutual Savings & Loan Association capital stock and operates an insurance agency. **Proceeds**—To repay loans, and to make loans to developers of real estate projects. **Office**—415 West Fifth St., Los Angeles, Calif. **Underwriter**—Eastman Dillon, Union Securities & Co., New York City (managing). **Offering**—Expected in mid-to-late May.

Faradyne Electronics Corp.
Jan. 30, 1961 filed $1,500,000 of 6% convertible subordinated debentures. **Price**—100% of principal amount. **Business**—The company is engaged in the manufacture and distribution of high reliability materials and basic electronic components, including dielectric and electrolytic capacitors and precision tungsten wire forms. **Proceeds**—For the payment of debts and for woorking capital. **Office**—471 Cortlandt Street, Belleville, N. J. **Underwriter**—To be named shortly.

● Fiat Metal Manufacturing Co., Inc.
March 29, 1961 filed 220,462 outstanding shares of common stock (par 10 cents), to be offered for public sale by the present holder thereof. **Price**—To be supplied by amendment. **Business**—The manufacture and distribution of prefabricated metal shower cabinets, glass shower enclosures and pre-cast shower floors. **Proceeds**—For the selling stockholder. **Office** — Michael Court, Plainview, L. I., N. Y. **Underwriter**—Dempsey-Tegeler & Co., St. Louis and New York City. **Offering**—Expected in mid-to-late May.

Filtors, Inc.
March 16, 1961 filed 271,000 shares of common stock, of which 122,000 shares are to be offered for public sale by the company and 149,000 outstanding shares, by the present holders thereof. **Price**—$7 per share. **Business**—The design, manufacture and sale of subminiature and microminiature hermetically sealed relays. **Proceeds**—For general corporate purposes. **Office**—30 Sagamore Hill Drive, Port Washington, N. Y. **Underwriter**—Dempsey-Tegeler & Co., St. Louis (managing). **Offering**—Expected in early-to-mid May.

● Fireco Sales Ltd.
March 31, 1961 filed 123,000 outstanding shares of common stock (no par). **Price**—To be supplied by amendment. **Business**—The service merchandising of non-food consumer items in Canada, mainly in supermarkets. **Proceeds** — For the selling stockholder. **Office** — 33 Racine Rd., Rexdale (Toronto), Canada. **Underwriter**—McDonnell & Co., New York City (managing). **Offering**—Expected in early June.

Fox Head Brewing Co.
March 16, 1961 (letter of notification) 52,806 shares of common stock (par $1.25). **Price**—At-the-market at time of sale. **Proceeds**—For redemption of preferred stock, and working capital. **Office** — 227 Maple Avenue, Waukesha, Wis. **Underwriter** — Milwaukee Co., Milwaukee, Wis.

● Fox-Stanley Photo Products, Inc.
March 29, 1961 filed 387,500 shares of common stock (par $1) of which 50,000 shares are to be offered for public sale by the company and 337,500 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business**—In May 1961 the company plans to take over the businesses of The Fox Co., San Antonio, Tex., and the Stanley Photo Service, Inc., St. Louis, Mo., which are now engaged in the processing of photographic films and the sale of photographic equipment. **Proceeds**—For working capital and possible future acquisitions. **Office**—1734 Broadway, San Antonio, Tex. **Underwriter**—Equitable Securities Corp., Nashville, Tenn. **Offering**—Expected in late May.

● Friden, Inc.
March 30, 1961 filed 360,000 shares of common stock of which 150,000 shares are to be offered for public sale by the company and 210,000 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business**—The manufacture and sale of various products such as calculators, adding machines, data processing equipment, Ticketograph machines and electronic heaters. **Proceeds** — For plant expansion, new equipment, prepayment of loans, and inventory. **Office**—2350 Washington Avenue, San Leandro, Calif. **Underwriters**—Dean Witter & Co., San Francisco and Merrill Lynch, Pierce, Fenner & Smith Inc., New York City. **Offering**—Expected in late May.

Frontier Airlines, Inc.
March 16, 1961 filed 250,000 outstanding shares of common stock. **Price**—To be supplied by amendment. **Business**—The transportation by air of passengers, property and mail between 66 cities in 11 states. **Proceeds**—For the selling stockholders. **Office** — 5900 E. 39th Ave., Denver, Colo. **Underwriter**—To be named.

● Fulton Industries, Inc. (4/24-28)
Feb. 21, 1961 filed 233,955 shares of outstanding common stock. **Price**—To be supplied by amendment. **Business**—Produces textiles, automotive parts, metal castings, cotton ginning equipment and pre-engineered steel buildings. **Proceeds**—To selling stockholders. **Office**—Atlanta, Ga. **Underwriters** — Robinson-Humphrey Co., Inc., Atlanta, Ga., and Walston & Co., Inc., New York City (managing).

● Futterman Corp.
March 31, 1961 filed 1,000,000 shares of class A stock (par $1). **Price**—To be supplied by amendment. **Business** — The owning, managing, constructing, acquiring, leasing and sale of real estate properties. **Proceeds**—For the purchase of properties. **Office**—580 Fifth Avenue, New York City. **Underwriter**—Van Alstyne, Noel & Co., New York City (managing). **Offering**—Expected in early May.

GPC, Inc.
March 27, 1961 filed 2,180 shares of class A common stock and $125,000 principal amount of certificates of indebtedness to be offered in 1,680 units. **Price**—For the stock: $25 per share. For the certificates: $75 per unit. **Business**—The company is now constructing a 32 lane bowling center on Route 58 in Portsmouth, Va. **Proceeds** — For construction expenses. **Office** — 316 New Kirn Building, Portsmouth, Va. **Underwriter**—None.

G-W Ameritronics, Inc.
Jan. 25, 1961 filed 80,000 shares of common stock and 160,000 warrants to purchase a like number of common shares, to be offered for public sale in units, each consisting of one share of common stock and two warrants. Each warrant will entitle the holder thereof to purchase one share of common stock at $2 per share from March to August 1961 and at $3 per share from September 1962 to February 1964. **Price** — $4 per unit. **Business** — The company (formerly Gar Wood Philadelphia Truck Equipment, Inc.), distributes, sells, services and installs Gar Wood truck bodies and equipment in Pennsylvania, Delaware, and New Jersey, under an exclusive franchise. **Proceeds** — For general corporate purposes. **Office**—Kensington and Sedgley Avenues, Philadelphia, Pa. **Underwriter**—Fraser & Co., Inc., Philadelphia, Pa.

Gateway Sporting Goods Co.
March 20, 1961 filed 50,000 shares of common stock. **Price**—To be supplied by amendment. **Business** — The retail sale of sporting goods, photographic equipment, toys, luggage and other recreational items. **Proceeds**—For expansion. **Office**—1321 Main St., Kansas City, Mo. **Underwriter**—Stern Brothers & Co., Kansas City, Mo. **Offering**—Expected in early May.

★ Gem International, Inc.
April 6, 1961 filed 150,000 outstanding shares of common stock (par $1). **Price**—To be supplied by amendment. **Business**—The operation of closed-door membership department stores in Denver, Kansas City, St. Louis, Minneapolis, Wichita, Washington, D. C., and Honolulu. **Proceeds**—For the selling stockholders. **Office**—10900 Page Boulevard St. Louis, Mo. **Underwriters**—Bosworth, Sullivan & Co., Inc., Denver, Colo., and Scherck, Richter Co., St. Louis, Mo. (managing). **Offering** — Expected some time in June.

General Economics Corp. (5/1-5)
March 8, 1961 filed 130,000 shares of common stock. **Price**—$5 per share. **Business**—The company is active in the over-the-counter market as both broker and principal, sells mutual fund securities and life insurance, and finances the payment of life insurance premiums. **Proceeds**—For additional working capital. **Office**—130 W. 42nd Street, New York City. **Underwriter**—Continental Planning Co., 130 W. 42nd Street, New York City.

● General Precision Equipment Corp. (4/26)
March 28, 1961 filed 150,000 shares of common stock (par $1). **Price**—To be supplied by amendment. **Business**—A holding company whose subsidiaries are engaged in the production of electronic and electro-mechanical components and equipment for military aircraft, naval vessels, missiles and space vehicles. **Proceeds**—To repay debt. **Office**—50 Prospect Ave., Tarrytown, N. Y. **Underwriters**—The First Boston Corp., and Tucker, Anthony and R. L. Day, both of New York City (managing).

Geriatric Pharmaceutical Corp. (4/24-28)
Feb. 28, 1961 (letter of notification) 50,000 shares of common stock (par 10 cents). **Price**—$4 per share. **Business**—The distribution and sale of geriatric pharmaceuticals. **Proceeds**—For general corporate purposes. **Office**—45 Commonwealth Boulevard, Bellerose, N. Y. **Underwriter**—T. M. Kirsch Co., New York, N. Y.

● Giannini Scientific Corp. (4/24-28)
Feb. 27, 1961 (letter of notification) 30,000 shares of common stock (par 10 cents). **Price** — $10 per share. **Business**—Research, development and manufacturing in technological fields. **Proceeds** — For general corporate purposes. **Office**—30 Broad Street, New York, N. Y. **Underwriter**—Kidder, Peabody & Co., Inc., New York, N. Y.

Girard Industries Corp.
March 22, 1961 filed 100,000 shares of common stock (par 50 cents). **Price**—$5 per share. **Business**—The manufacture, and sale of certain types of furniture to retail dealers. **Proceeds**—For a new plant, equipment and working capital. **Office**—San Juan, Puerto Rico. **Underwriter**—Edwards & Hanly, Hempstead, N. Y. (managing). Brand, Grumet & Seigel, Inc.; Kesselmann & Co., Inc.; Casper Rogers & Co., Inc., New York City. **Offering**—Expected in late May.

Golden Triangle Industries, Inc.
March 29, 1961 filed 87,500 shares of common stock. **Price** — $4 per share. **Business** — The manufacture and sale of doll carriages, hobby horses and pony stock horses. **Proceeds** — For working capital. **Office** — 100 South 30th and Jane Streets, Pittsburgh, Pa. **Underwriter**—Robert M. Harris & Co., Inc., Philadelphia.

Grayco Credit Corp.
Jan. 16, 1961 (letter of notification) $150,000 of 10-year 7% sinking fund debentures and 75,000 shares of common stock (par $1) to be offered in units consisting of 50 shares of common and $100 of debentures. **Price**—$200 per unit. **Proceeds** — For working capital. **Office** — 1012 Market St., Johnson City, Tenn. **Underwriter**—Branum Investment Co., Inc., Nashville, Tenn.

Great Lakes Bowling Corp.
Feb. 24, 1961 filed $1,250,000 of 6% convertible subordinated debentures, due 1976. **Price**—$1,000 per debenture. **Business**—The operation of bowling centers with adjoining refreshment facilities in Michigan. **Proceeds**—For construction and working capital. **Office** — 6366 Woodward Ave., Detroit, Mich. **Underwriter**—None.

● Grolier Inc. (4/26)
March 17, 1961 filed 120,000 shares of common stock (par $1), of which 60,000 shares are to be offered for public sale by the company and 60,000 outstanding shares by the present holders thereof. **Price** — To be supplied by amendment. **Business**—The publication and sale of encyclopedias, reference works, juvenile books and the retail distribution of teaching machines and related programs. **Proceeds**—For working capital. **Office**—575 Lexington Ave., New York City. **Underwriter**—Dominick & Dominick, New York City.

Grosset & Dunlap, Inc.
March 31, 1961 filed 436,086 shares of common stock (par $1), of which 210,320 shares are to be offered for public sale by the company and 225,766 outstanding shares by the present holders thereof. **Price** — To be supplied by amendment. **Business**—The publication and distribution of hard cover and paperback books for adults and children. **Proceeds**—For the purchase of additional stock in Bantam Books, Inc., Wonder Books, Inc., and Treasure Books, Inc., and for working capital. **Office**—1107 Broadway, New York City. **Underwriter** — Blyth & Co., Inc., New York City (managing). **Offering**—Expected in mid-May.

Guaranty National Insurance Co.
Feb. 27, 1961 (letter of notification) 120,000 shares of common stock (par 50 cents). **Price**—$2.50 per share. **Proceeds**—For investment and the operation of the company. **Office**—916 Broadway, Denver, Colo. **Underwriter**—Copley & Co., Colorado Springs, Colo.

Hager Inc.
March 31, 1961 filed 200,000 shares of common stock (no par). **Price**—To be supplied by amendment. **Business**—The financing and sale of household food freezers and frozen foods to the consumer. **Proceeds**—For the repayment of debt and working capital. **Office**—2926 Fairfield Ave., Bridgeport, Conn. **Underwriter**—Marron, Sloss & Co., Inc., New York City (managing). **Offering** — Expected in mid-June.

● Haloid Xerox Inc. (4/21)
March 17, 1961 filed $15,093,600 of convertible subordinated debentures, due 1981, to be offered for subscription by common stockholders on the basis of $100 of debentures for each 25 shares held of record April 20, with rights to expire May 8. **Price** — To be supplied by amendment. **Business** — The manufacture and sale of products for xerographic and photocopy reproduction, and for photographic use. **Proceeds**—To redeem all outstanding 5¼% preferred stock, repay bank loans and for working capital. **Office**—2 Haloid St., Rochester, N. Y. **Underwriter**—First Boston Corp., New York City (managing).

Harcourt Brace & World, Inc. (5/16)
March 24, 1961 filed 101,398 outstanding shares of common stock (par $1) **Price**—To be supplied by amendment. **Business**—The publication and sale of textbooks, school materials, aptitude tests, and general books. **Proceeds**—For the selling stockholders. **Office**—750 Third Ave., New York City. **Underwriter**—White, Weld & Co., Inc., New York City (managing).

★ Harvey-Wells Corp.
March 28, 1961 (letter of notification) 20,000 shares of common stock (par one cent). **Price** — $15 per share. **Proceeds**—To repay a loan, purchase equipment, for improvements and working capital. **Office** — 43 Kendall Street, Framingham, Mass. **Underwriter** — Schirmer, Atherton & Co., Boston, Mass.

Harwyn Publishing Corp. (5/22-26)
March 30, 1961 filed 110,000 shares of class A common stock (par 10 cents). **Price**—$3.75 per share. **Business**—The publishing of illustrated encyclopedic works, principally for children. **Proceeds**—For general corporate purposes. **Office**—170 Varick Street, New York City. **Underwriter**—N. A. Hart & Co., Bayside, N. Y.

● Heath (D. C.) & Co. (4/24-28)
March 17, 1961 filed 240,000 shares of common stock (par $5), of which 50,000 shares are to be offered for public sale by the company and 190,000 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business**—The publishing of textbooks and related materials for students. **Proceeds**—For working capital. **Office**—285 Columbus Avenue, Boston, Mass. **Underwriter**—Kidder, Peabody & Co., New York City (managing).

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● Hickory Industries, Inc. (4/24)
March 9, 1961 (letter of notification) 25,000 shares of common stock (par 10 cents). **Price**—$5 per share. **Business** — Manufacturers of barbecue machines and allied equipment. **Proceeds** — For general corporate purposes. **Office**—10-20 47th Road, Long Island City, N. Y. **Underwriter**—J. B. Coburn Associates, Inc., New York, N. Y.

Honey Dew Food Stores, Inc. (4/17-21)
Jan. 27, 1961 (letter of notification) 145,000 shares of common stock (par 10 cents). **Price** — $2 per share. **Business**—The company operates a chain of 10 supermarkets. **Proceeds**—For general corporate purposes. **Office** — 311 Grange Road, Teaneck, N. J. **Underwriter** — To be named shortly.

● Howard Johnson Co.
March 13, 1961 filed 660,000 outstanding shares of common stock (par $1). **Price**—To be supplied by amendment. **Business**—The company and its subsidiaries operate and supply a large restaurant chain. **Proceeds**—For the selling stockholders. **Office**—89 Beale St., Wollaston, Mass. **Underwriters**—Blyth & Co., Inc., New York City and F. S. Moseley & Co., Boston, Mass. **Offering**—Expected in early May.

Howe Plastics & Chemical Companies, Inc.
March 29, 1961 (letter of notification) 40,000 shares of common stock (par one cent). **Price**—At-the-market. **Business**—The manufacture of plastic items. **Proceeds**—For the repayment of debt; advertising and sales promotion; expansion and working capital. **Office**—4977 Park Avenue, Bronx 57, N. Y. **Underwriter**—J. I. Magaril Co., New York, N. Y.

● Hurletron, Inc.
March 15, 1961 filed 150,000 shares of common stock. **Price**—To be supplied by amendment. **Business**—Manufactures timing devices, and web control systems for printers. **Proceeds**—For the repayment of debt and for working capital. **Office**—135 So. La Salle St., Chicago, Ill. **Underwriter**—F. S. Moseley & Co., Boston, Mass.

Hydroswift Corp.
Oct. 20, 1960 filed 70,000 shares of common stock. **Price**—$5 per share. **Business**—The firm, which was organized in February, 1957, makes and wholesales products and services for the fiberglass industry, including particularly fiberglass boats known as "HydroSwift" and "Skyliner." **Proceeds**—For general funds, including expansion. **Office** — 1750 South 8th St., Salt Lake City, Utah. **Underwriter**—Whitney & Co., Salt Lake City, Utah.

I C Inc.
June 29, 1960 filed 600,000 shares of com. stock (par $1) **Price**—$2.50 per share. **Proceeds**—To further the corporate purposes and in the preparation of the concentrate and enfranchising of bottlers, the local and national promotion and advertising of its beverages, and where necessary to make loans to such bottlers, etc. **Office**—704 Equitable Building, Denver, Colo. **Underwriters**—Purvis & Co. and Amos C. Sudler & Co., both of Denver, Colo.

● Income Planning Corp. (4/24-28)
Dec. 29, 1960 (letter of notification) 5,000 shares of cumulative preferred stock (no par) and 10,000 shares of class A common stock (par 10 cents) to be offered in units consisting of one share of preferred and two shares of common. **Price** — $40 per unit. **Proceeds**—To open a new branch office, development of business and for working capital. **Office**—3300 W. Hamilton Boulevard, Allentown, Pa. **Underwriter**—Espy & Wanderer, Inc., Teaneck, N. J.

● Income Properties, Inc. (6/12-16)
March 31, 1961 filed 150,000 shares of class A stock (par 50 cents). **Price**—$9.75 per share. **Business**—Formerly known as Price Investors Corp., the company owns and operates six apartment houses and plans to construct two more. **Proceeds**—To repay debt and for working capital. **Office**—1801 Dorchester Road, Brooklyn, N. Y. **Underwriter**—Eisele & King,, Lebaire, Stout & Co., New York City (managing).

● Independent Telephone Corp. (4/18)
March 8, 1961 filed 350,000 shares of common stock (par $1). **Price**—To be supplied by amendment. **Business**—A holding company with 11 subsidiaries in New York, Michigan, New Jersey and West Virginia. **Proceeds**—To repay bank loans, for advances to subsidiaries and for general corporate purposes. **Office**—25 South St., Dryden, N. Y. **Underwriter** — Burnham & Co., New York City (managing).

Industrial Control Products, Inc.
March 10, 1961 filed 165,000 shares of common stock (par 10 cents). **Price**—$3 per share. **Business**—The engineering, designing and precision machining of electronic components. **Proceeds** — For research and development, inventory, equipment, start-up costs of semi-conductor production, and for working capital. **Office**—78 Clinton Rd., Caldwell Township, N. J. **Underwriter** — Edward Hindley & Co., New York City. **Offering**—Expected in early May.

★ Intercontinental Motels, Ltd.
March 28, 1961 (letter of notification) 150,000 shares of common stock (par 10 cents). **Price**—$2 per share. **Proceeds**—For acquiring Fleetwood Motel Corp. and working capital. **Office**—Towne House Motor Lodge, P. O. Box 1061, Martinsville, Va. **Underwriter**—T. J. McDonald & Co., Washington, D. C.

● International Mosaic Corp.
Sept. 30, 1960 (letter of notification) 99,333 shares of common stock (par 10 cents). **Price**—$3 per share. **Business** — Manufacture of glass mosaics by machines and processes. **Proceeds** — For general corporate purposes. **Office**—45 East 20th St., New York 3, N. Y. **Underwriter**—B. G. Harris & Co., Inc., New York, N. Y. **Note**—The underwriter states that this letter is expected to be withdrawn.

International Photocopy Corp.
Feb. 28, 1961 (letter of notification) 100,000 shares of common stock. **Price** — $3 per share. **Business** — Manufacturer and distributor of office photocopying equipment, chemicals and paper. **Proceeds**—For expansion and working capital. **Office** — 564 W. Randolph St., Chicago, Ill. **Underwriter** — J. J. Krieger & Co., New York City.

★ Interstate Motor Lodges, Inc.
March 30, 1961 (letter of notification) $150,000 of 8% convertible debentures due May, 1971 and 37,500 shares of common stock (par 10 cents) to be offered in units, each unit to consist of $100 of debentures and 25 shares of common. Debentures are convertible into common stock at: (1) $4 per share to May 1, 1963; (2) $5 per share to May 1, 1967 and (3) $6 per share to May 1, 1971. **Price**—$200 per unit. **Proceeds**—To purchase stock of Darien Motor Lodge, and for working capital. **Office**—333 Columbus Avenue, Springfield, Mass. **Underwriter**—None.

Inter-Mountain Telephone Co.
Feb. 23, 1961 filed 465,000 shares of common stock being offered for subscription by stockholders on the basis of one new share for each three shares held of record March 17 with rights to expire on April 17. **Price**—$10 per share. **Proceeds**—For the repayment of loans. **Office**—Bristol, Tenn. **Underwriter**—Courts & Co., Atlanta, Ga. and New York City (managing).

Interstate Power Co. (5/18-6/2)
March 16, 1961 filed 223,833 shares of common stock to be offered for subscription by common stockholders on the basis of one new share for each 16 shares held of record May 18, with rights to expire June 2. **Price**—To be supplied by amendment. **Proceeds**—To repay bank loans and for construction. **Offices**—1000 Main Street, Dubuque, Iowa, and 111 Broadway, New York City. **Underwriter**—To be determined by competitive bidding. Probable bidders: Kidder, Peabody & Co.; Salomon Bros. & Hutzler; Merrill Lynch, Pierce, Fenner & Smith Inc.; White, Weld & Co. **Bids**—To be received on May 18 at 11 a.m. (DST).

Interstate Power Co. (5/18)
March 16, 1961 filed $9,000,000 of first mortgage bonds, due 1991. **Proceeds**—To repay bank loans and for construction. **Office**—1000 Main St., Dubuque, Iowa. **Underwriters** — To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Merrill Lynch, Pierce, Fenner & Smith Inc.; Kidder, Peabody & Co.; White, Weld & Co.; Salomon Bros. & Hutzler. **Bids**—To be received on May 18 up to 11 a.m. (DST) at the office of The Chase Manhattan Bank, One Chase Plaza, New York 5, N. Y., 23rd floor. **Information Meeting**—Scheduled for May 8, at 3 p.m. (DST) at the office of The Chase Manhattan Bank, 28th floor.

Invesco Collateral Corp.
March 6, 1961 filed $900,000 of 6% registered subordinated debentures to be offered in three series of $300,000 each, due June 30, 1965, 1966 and 1967, respectively. **Price**—$4,315; $4,190 and $4,079 per $5,000 of debentures. **Business**—The company, a wholly-owned subsidiary of Investors Funding Corp. of New York was organized under New York law in June, 1960, to purchase, invest in and sell real estate mortgages. **Proceeds**—For investment. **Office**—511 Fifth Avenue, New York City. **Underwriter**—None.

Investors Preferred Life Insurance Co.
March 30, 1961 filed 400,000 shares of common stock. **Price**—$2.40 per share. **Business**—The company is authorized to sell life, accident and health insurance. **Proceeds**—To be added to capital and surplus. **Office**—310 Spring Street, Little Rock, Ark. **Underwriter**—Life Securities, Inc., Little Rock.

Iowa-Illinois Gas & Electric Co. (4/25)
March 24, 1961 filed $15,000,000 of first mortgage bonds, due 1991. **Proceeds**—To repay bank loans and for construction. **Office** — 206 E. 2nd Street, Davenport, Iowa. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Merrill Lynch, Pierce, Fenner & Smith Inc.; First Boston Corp.; Glore, Forgan & Co., and Lehman Brothers (jointly); White, Weld & Co. and Blyth & Co., Inc. (jointly). **Bids**—To be received in the Whitehall Room, 4th floor, 33 South Clark Street, Chicago, Ill., at 10 a.m. (CST) on April 25.

● Irvington Steel & Iron Works (4/25)
Feb. 13, 1961 (letter of notification) 150,000 shares of common stock (par 50 cents). **Price**—$2 per share. **Business** — Fabricators of structural steel. **Proceeds** — For general corporate purposes. **Office** — Somerset Street, New Brunswick, N. J. **Underwriter**—L. L. Fane & Co., Inc., Plainfield, N. J.

"Isras" Israel-Rassco Investment Co. Ltd.
March 27, 1961 filed 30,000 shares of ordinary stock. **Price**—$62 per share. The company may, but is not obligated to, accept payment in State of Israel bonds. **Proceeds**—For the construction of hotels, office buildings, housing projects and the like. **Office**—Tel Aviv, Israel. **Underwriter**—None.

★ Ita Electronics Co.
April 7, 1961 (letter of notification) 60,000 shares of common stock. **Price**—$5 per share. **Business**—Manufactures electronic equipment and components. **Proceeds**—For general corporate purposes. **Office**—Lansdown, Pa. **Underwriter**—Woodcock, Moyer, Fricke & French, Inc., Philadelphia, Pa.

Jodmar Industries, Inc. (4/24-28)
Feb. 24, 1961 (letter of notification) 75,000 shares of common stock (par 10 cents). **Price**—$4 per share. **Business**—Design, lay-out, installation and maintenance of industrial heating and air-conditioning systems. **Proceeds**—For the purchase of inventory for current business; purchase of machinery, equipment and inventory for proposed manufacturing business; sales promotion and reserves. **Office**—8801-11 Farragut Road, Brooklyn 36, N. Y. **Underwriter**—Fontana Securities, Inc., 82 Beaver Street, New York, N. Y.

Julie Research Laboratories, Inc.
March 29, 1961 filed 100,000 outstanding shares of common stock to be offered for public sale by the present stockholder. **Price**—$10 per share. **Business**—Basic research and development leading to the design, manufacture and sale of precise electronic components and instruments. **Proceeds**—For the selling stockholder. **Office**—603 West 130th Street, New York City. **Underwriter**—C. E. Unterberg, Towbin Co., New York City (managing).

Jungle Juice Corp.
Oct. 28, 1960 (letter of notification) 120,000 shares of common stock (par 25 cents). **Price**—$2.50 per share. **Proceeds**—For working capital and expansion. **Address**—Seattle, Wash. **Underwriters**—Planned Investing Corp., New York, N. Y. and Fidelity Investors Service, East Meadow, N. Y.

Kaiser Aluminum & Chemical Corp.
March 30, 1961 filed 61,169 outstanding shares of 4¾% cumulative convertible (1961 series) preference stock ($100 par) and 305,834 outstanding shares of common stock, to be offered for public sale by the holders thereof. **Price**—To be supplied by amendment. **Business**—The company is a producer of primary aluminum and aluminum products. **Proceeds**—For the selling stockholders. **Office** — 300 Lakeside Drive, Oakland, Calif. **Underwriter**—None.

Kawecki Chemical Co.
March 23, 1961 filed $3,500,000 of 4⅞% convertible subordinated debentures, due 1976, and 17,282 shares of common stock (par 25 cents), issuable upon the exercise of warrants. The debentures are to be offered for subscription by stockholders on the basis of $100 principal amount of debentures for each 15 shares held. **Price**—At par. **Business**—The research and pilot plant production of rare metals. **Proceeds**—To repay debt and for working capital. **Office**—Boyertown, Pa. **Underwriter**—Carl M. Loeb, Rhoades & Co., New York City (managing). **Offering**—Expected sometime in May.

King Kullen Grocery Co., Inc. (5/9)
March 28, 1961 filed 180,000 shares of class A stock, of which 50,000 shares are to be offered for public sale by the company and 130,000 outstanding shares by the present holders thereof. **Price** — To be supplied by amendment. **Business**—The operation of a chain of self-service food stores in the Long Island, N. Y., area. **Proceeds**—For the construction and equipping of a new warehouse and office. **Office** — 178-02 Liberty Ave., Jamaica, N. Y. **Underwriters**—Hemphill, Noyes & Co., and Estabrook & Co., New York City (managing).

Kings Electronics Co., Inc. (4/24-28)
Jan. 27, 1961 filed 295,187 shares of common stock, of which 250,000 are to be offered for public sale by the company and 45,187 shares, being outstanding stock, by the present holders thereof. **Price**—$4 per share for the new stock. The outstanding shares will be offered at the prevailing market price on the over-the-counter market or on any securities exchange upon which they may be listed at any time after 60 days from the date of the company's offering. **Business**—The company is engaged principally in the design, development and manufacture of radio frequency connectors. **Proceeds**—For expansion, the repayment of loans and for working capital. **Office**—40 Marbledale Road, Tuckahoe, N. Y. **Underwriter**—Ross, Lyon & Co., Inc., New York City (managing).

● Kreisler (Charles), Inc. (4/24)
Feb. 27, 1961 (letter of notification) 60,000 shares of common stock (par $1). **Price**—$5 per share. **Business**—Sale and rental of automobiles. **Proceeds**—Acquisition of cars for rental purposes; acquisition of additional salesroom; advertising and sales promotion and for working capital. **Office**—241 Park Avenue, New York, N. Y. **Underwriter**—Albion Securities Co., Inc., New York, N. Y.

LP Gas Savings Stamp Co., Inc.
Sept. 27, 1960 (letter of notification) 30,000 shares of common stock **Price**—At par ($10 per share). **Proceeds**—For purchase of creative design and printing of catalogs, stamp booklets, advertising and for working capital. **Office**—300 W. 61st St., Shreveport, La. **Underwriter**—International Sales & Investment, Inc., 4501 North Blvd., Baton Rouge, La.

Landmark Corp.
Jan. 27, 1961 filed 30,000 shares of $5 par common stock. **Price**—$10 per share. **Proceeds**—For construction, cost of land, office equipment, and working capital. **Office**—212 W. Jefferson St., Fort Wayne, Ind. **Underwriter**—First Security Corp., Fort Wayne, Ind.

Leader-Durst Center Co.
March 29, 1961 filed $569,500 of limited partnership interests. **Price**—$5,000 per unit. **Business**—A limited partnership organized under New York law in March, 1961, to acquire title to the Midland Shopping Center in Columbia, S. C., the Greenwich Shopping Center in Lake Charles, La., and a shopping center in Taylor Township, Mich. **Proceeds**—To be used to purchase the above properties. **Office**—41 East 42nd Street, New York City. **Underwriter**—None.

Leeds Homes, Inc.
March 9, 1961 filed $1,000,000 of 6% subordinated sinking fund debentures, due 1976 and 300,000 shares of common stock to be offered for public sale in units consisting of $10 principal amount of debentures and three common shares. **Price**—To be supplied by amendment.

Business—Company, formerly Aluminum Siding & Supply Corp., is a holding company whose subsidiaries are engaged in the sale, construction and financing of shell homes. **Proceeds**—For construction, working capital, and investment in mortgages on shell homes. **Office**—2501 Ailor Ave., Knoxville, Tenn. **Underwriter**—J. C. Bradford & Co., Nashville.

Lincoln Fund, Inc.
March 30, 1961 filed 951,799 shares of common stock. **Price** — Net asset value plus a 7% selling commission. **Business** — A non-diversified, open-end, management-type investment company whose primary investment objective is capital appreciation and, secondary, income derived from the sale of put and call options. **Proceeds**—For investment. **Office**—300 Main St., New Britain, Conn. **Distributor**—Horizon Management Corp., New Britain.

Lindy Hydrothermal Products, Inc.
March 30, 1961 filed 65,000 shares of common stock (par 10 cents). **Price**—$4 per share. **Business**—The design, manufacture, distribution and sale of heat exchange products and custom tanks for the storage of water, chemicals and other liquids. **Proceeds**—For new equipment, plant relocation, product development and repayment of debt. **Office**—2370 Hoffman Street, New York City. **Underwriter**—Bond, Richman & Co., New York City. **Offering**—Expected in late May.

Lockwood Grader Corp.
Feb. 2, 1961 filed $500,000 of 6% sinking fund debentures, series A (with warrants for the purchase of 15,000 shares of class A common stock), and 30,000 shares of class A common stock. **Price**—To be filed by amendment. **Business**—The manufacture and sale of field agricultural machinery and grading, sorting and handling machinery, primarily for use in the potato industry. **Proceeds**—For working capital. **Office**—Gering, Nebr. **Underwriter**—First Trust Co. of Lincoln, Neb.

● **Lytton Financial Corp. (5/1-5)**
March 30, 1961 filed 300,000 shares of capital stock. **Price**—To be supplied by amendment. **Business**—The company owns the stocks of several California savings and loan associations. It also operates an insurance agency, and through a subsidiary, Title Acceptance Corp., acts as trustee under trust deeds securing loans made by the associations. **Proceeds**—To repay loans and for working capital. **Office** — 8150 Sunset Boulevard, Hollywood, Calif. **Underwriters**—William R. Staats & Co., Los Angeles and Shearson, Hammill & Co., New York City (managing).

★ **(E. F.) Mac Donald Co.**
April 11, 1961 filed 275,000 shares of common stock (par $1). **Price**—To be supplied by amendment. **Business**—The creation and administration of incentive campaigns designed to achieve the sales objectives of its customers. **Proceeds**—For the selling stockholders. **Office**—Dayton, Ohio. **Underwriters**—Smith, Barney & Co. Inc., New York City and Merrill, Turben & Co., Inc., Cleveland, Ohio (managing).

● **Mack Trucks, Inc. (4/19)**
March 17, 1961 filed $20,000,000 of subordinated debentures, due 1981 with attached warrants to buy common stock. **Price**—To be filed by amendment. **Business**—The manufacture of heavy duty trucks. **Proceeds**—To refund $13,198,000 of outstanding 5¼% subordinated debentures, due 1968; for the repayment of bank loans; for construction of a new plant at Hagerstown, Md.; and for working capital. **Offices**—350 Fifth Ave., New York City and 1000 South Second St., Plainview, N. J. **Underwriter**—Eastman Dillon, Union Securities & Co., New York City (managing).

Madison Gas & Electric Co. (4/26)
March 23, 1961 filed $7,000,000 of first mortgage bonds, due April 1, 1991. **Proceeds**—For repayment of bank loans and for construction. **Office** — 100 No. Fairchild Street, Madison 1, Wis. **Underwriters** — To be determined by competitive biding: Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; Glore, Forgan & Co. and Harriman Ripley & Co., Inc. (jointly); Merrill Lynch, Pierce, Fenner & Smith Inc.; Eastman Dillon, Union Securities & Co.; Kidder, Peabody & Co., and White, Weld & Co. (jointly). **Bids**—Expected to be received on April 26 at 10 a.m. (CST) on the 8th floor of 111 W. Monroe Street, Chicago, Ill. **Information Meeting**—2 p.m. (CST) at the same address.

★ **Magnefax Corp.**
April 10, 1961 filed 200,000 shares of common stock. **Price**—$5 per share. Proceeds—For new equipment, leasing office space, salaries, advertising, and other corporate purposes. **Office**—Philadelphia, Pa. **Underwriter**—Stroud & Co., Inc., Philadelphia (managing).

● **Majestic Specialties, Inc. (4/17-21)**
March 7, 1961 filed 140,000 outstanding shares of common stock. **Price**—To be supplied by amendment. **Business**—The firm is chiefly engaged in making and selling ladies' sportswear coordinates. **Office** — 340 Claremont Ave., Jersey City, N. J. **Underwriter**—Hayden, Stone & Co., New York City (managing).

Mallory Randall Corp.
March 30, 1961 filed 120,000 shares of common stock (par 10 cents). **Price**—To be supplied by amendment **Business**—The design, manufacture and sale of a line of plastic insulated food and drink serving accessories, principally mugs, bowls and tumblers. **Proceeds**—For plant relocation, new equipment, and other corporate purposes. **Office**—84 Clifton Place, Brooklyn, N. Y. **Underwriter**—Pistell, Crow, Inc., New York City. **Offering**—Expected in late May.

● **Mansfield Industries Inc.**
Jan. 31, 1961 filed 150,000 shares of common stock of which 50,000 shares will be offered for the account of the issuing company and 100,000 shares, representing outstanding stock, will be offered for the account of the present holders thereof. **Price** — To be supplied by amendment. **Business**—The manufacture of motion picture projectors and related equipment. **Proceeds** — For general corporate purposes, including working capital. **Office**—1227 West Loyola Ave., Chicago, Ill. **Underwriter**—McDonnell & Co., Inc., New York City (managing). **Offering**—Imminent.

● **Marcon Electronics Corp. (4/17-24)**
Feb. 27, 1961 (letter of notification) 30,000 shares of common stock (par $1). **Price** — $10 per share. **Business** — Manufacture of electrical and electronic equipment. **Proceeds**—For purchase of equipment and tooling, research and development and working capital. **Office**—199 Devon Terrace, Kearny, N. J. **Underwriter**—Meade & Co., New York, N. Y.

Marine & Electronics Manufacturing Inc.
Sept. 22, 1960 (letter of notification) 100,000 shares of common stock class A (par 10 cents). **Price**—$3 per share. **Proceeds**—For expenses in the fabrication of sheet metal parts for missiles, rockets, radar and marine items. **Address**—Hagerstown, Md. **Underwriter**—Batten & Co., Washington, D. C.

Marine Structures Corp.
Feb. 1, 1961 (letter of notification) 100,000 shares of common stock (par one cent). **Price**—$3 per share. **Proceeds**—To purchase raw materials, advertising and for working capital. **Office**—204 E. Washington St., Petaluma, Calif. **Underwriter**—Grant, Fontaine & Co., Oakland, Calif.

Matthews Corp.
Feb. 28, 1961 (letter of notification) 200,000 shares of common stock (par $1). **Price**—$1.50 per share. **Proceeds**—To retire bank loans; purchase new equipment and for working caiptal. **Office**—12923 Cerise Street, Hawthorne, Calif. **Underwriters**—Holton, Henderson & Co., Los Angeles, Calif., and Sellgren, Miller & Co., San Francisco, Calif.

● **Meridian Electronics, Inc. (4/24-28)**
March 20, 1961 (letter of notification) 95,000 shares of common stock (par 10 cents) of which 91,290 shares are to be offered by the company and 3,710 shares by the present holders thereof. **Price**—$3 per share. **Proceeds**—To repay loans and for working capital. **Office**—1001 W. Broad Street, Richmond, Va. **Underwriter**—B. N. Rubin & Co., Inc., New York, N. Y.

Mesabi Iron Co.
Jan. 10, 1961 filed 119,322 shares of capital stock being offered for subscription by the company's stockholders of record April 3 on the basis of one new share for each 10 shares then held, with rights to expire on April 24. **Price**—$60 per share. **Proceeds**—To establish a reserve for 1960 tax payments. **Office**—452 Fifth Ave., New York City. **Underwriter**—None.

Metropolitan Securities, Inc.
Nov. 17, 1960 (letter of notification) 100,000 shares of class A common stock (par $1). **Price**—$3 per share. **Proceeds** — For working capital. **Office** — 919-18th St., N. W., Washington, D. C. **Underwriter** — Metropolitan Brokers, Inc., Washington, D. C.

Miami Industries, Inc.
March 24, 1961 filed 175,000 outstanding shares of class A common stock (par $1), to be offered for public sale by the holders thereof. **Price**—$9.50 per share. **Business**—The production and sale of electric resistance welded steel tubing. **Proceeds** — For the selling stockholders. **Office** — Springcreek Township, Miami County, Ohio. **Underwriter**—H. Hentz & Co., New York City (managing). **Offering**—Expected in late May.

● **Micro Electronics Corp.**
March 31, 1961 filed 100,000 shares of common stock. **Price** — $4 per share. **Business** — The manufacture of printed circuits for the electronics industry. **Proceeds**—$124,000 for new plant, $76,000 for equipment, and $110,000 for working capital. **Office**—1191 Stout St., Denver, Colo. **Underwriter**—R. Baruch & Co., Washington, D. C. (managing).

Microtron Industries, Inc.
March 1, 1961 (letter of notification) 300,000 shares of common stock (par 10 cents). **Price**—$1 per share. **Proceeds** — For purchase of equipment; inventory of parts; working capital; and research and development. **Office** — 120 S. Fairfax, Denver, Colo. **Underwriter**—Amos C. Sudler & Co., Denver, Colo.

● **Microwave Associates, Inc. (4/24-28)**
March 27, 1961 filed 240,000 outstanding shares of common stock to be offered for public sale by the present holders thereof. **Price**—To be related to the current market price of the stock on the American Stock Exchange at the time of the offering. **Business**—The design and production of specialized components used in microwave radio energy. **Proceeds** — For the selling stockholders. **Office** — South Street, Burlington, Mass. **Underwriters**—Lehman Brothers; Kuhn, Loeb & Co., Inc., and Clark, Dodge & Co., Inc., all of New York City.

Midwestern Acceptance Corp.
Sept. 8, 1960. filed 1,169,470 shares of common stock and $994,050 of 6% debentures, to be offered for public sale in units of one share of stock and 85¢ of debentures. **Price** — $1 per unit. **Business** — The company will do interim financing in the home building industry. **Proceeds** — To start its lending activities. **Address** — P. O Box 886, Rapid City, S. D. **Underwriter**—None.

Milliken (D. B.) Co.
March 15, 1961 filed $240,000 of 6% subordinated sinking fund debentures, due 1971, with stock purchase warrants attached, together with 75,000 shares of capital stock. **Prices**—The debentures will be sold at par, with a 7½% underwriter's commission; the stock will be sold at $3 per share. **Proceeds**—For debt reduction and working capital. **Office**—131 North Fifth Ave., Arcadia, Calif. **Underwriter**—Lester, Ryons & Co., Los Angeles, Calif. **Offering**—Expected in May.

● **Minneapolis-Honeywell Regulator Co.**
March 17, 1961 filed $25,000,000 sinking fund debentures, due 1986, andl 250,000 shares of convertible preference stock (par $100). **Price**—To be supplied by amendment. **Business**—Manufactures heating controls, automatic control systems, electronic data processing systems and a line of military products. **Proceeds** — For additional working capital. **Office**—2747 Fourth Ave., South, Minneapolis, Minn. **Underwriter** — Eastman Dillon, Union Securities & Co., New York City (managing). **Offering**—Imminent.

Missile Sites, Inc.
March 30, 1961 filed 291,000 shares of common stock. **Price**—$5 per share. **Business**—A prime contractor with governmental agencies for the building of missile and radar sites and other specialized facilities. **Proceeds**—For working capital. **Office**—11308 Grandview Ave., Wheaton, Md. **Underwriter**—Balogh & Co., Inc., Washington, D. C.

Moderncraft Towel Dispenser Co., Inc.
March 30, 1961 filed 80,000 shares of common stock, of which 73,750 shares are to be offered for public sale by the company and 6,250 outstanding shares by the underwriter. **Price**—$4 per share. **Business**—The manufacture and sale of an improved towel dispensing cabinet. **Proceeds**—For advertising, research and development, payment of debt, and working capital. **Office** — 20 Main Street, Belleville, N. J. **Underwriter**—Vickers, Christy & Co., Inc., New York City.

● **Mohawk Insurance Co. (4/24-28)**
Aug. 8, 1960, filed 75,000 shares of class A common stock. **Price**—$12 per share. **Proceeds**—For general funds. **Office**—198 Broadway, New York City. **Underwriter**—R. F. Dowd & Co., Inc., 39 Broadway, New York 6, N. Y.

Mokan Small Business Investment Corp., Inc.
Jan. 17, 1961 filed 3,000 shares of common stock. **Price**—$100 per share. **Business**—The company was organized under Kansas law in October 1960 and is applying to the Small Business Administration for a Federal license to operate as a small business investment company. **Proceeds**—For general corporate purposes. **Office** — 719 Walnut St., Coffeyville, Kan. **Underwriter**—None.

Mortgage Guaranty Insurance Co.
Oct. 17, 1960 filed 155,000 shares of common stock (par $1). **Price**—To be supplied by amendment. **Business**—Insuring lenders against loss on residential first mortgage loans, principally on single family non-farm homes. **Proceeds**—For capital and surplus. **Office**—606 West Wisconsin Avenue, Milwaukee, Wis. **Underwriter**—Bache & Co., New York City (managing). **Note**—This stock is not qualified for sale in New York State. **Offering**—Expected in June.

Morton Manufacturing Corp.
March 28, 1961 filed 100,000 outstanding shares of common stock (par $1), to be offered for public sale by the holders thereof. **Price**—To be supplied by amendment. **Business**—The manufacture and sale of medicated proprietary items, cosmetics, toiletries and fragrances. **Proceeds** — For the selling stockholders. **Office** — 2101 Hudson Street, Lynchburg, Va. **Underwriter** — Smith, Barney & Co., New York City (managing). **Offering**—Expected in early May.

Motorola, Inc. (4/25)
March 27, 1961 filed $30,000,000 of debentures, due 1986. **Price**—To be supplied by amendment. **Business**—The development, manufacture and sale of electronic products. **Proceeds**—For the repayment of debt and advances to Motorola Finance Corp., a wholly-owned subsidiary. **Office**—9401 W. Grand Ave., Franklin Park, Ill. **Underwriters**—Halsey, Stuart & Co., Inc. and Goldman, Sachs & Co., New York City (managing).

Nash (J. M.) Co., Inc.
March 30, 1961 filed $1,000,000 of series A subordinated debentures, due July 1, 1981 and $1,000,000 of series B convertible subordinated debentures, due July 1, 1981. **Price**—To be supplied by amendment. **Business**—The manufacture of a variety of industrial products including woodworking and packaging equipment, power saws, auxiliary power plants, centrifugal pumps, inboard marine engines and a line of leisure time and sporting goods merchandise. **Proceeds**—To retire on or about Oct. 1, 1961 all outstanding 7½% convertible debentures; to repay bank loans, and for other corporate purposes. **Office**—208 Wisconsin Avenue, Milwaukee, Wis. **Underwriter**—Robert W. Baird & Co., Milwaukee (managing).

● **National Airlines, Inc. (4/21)**
Sept. 21, 1960 filed $10,288,000 of convertible subordinated debentures, due 1975, to be offered for subscription by holders of the outstanding common stock on the basis of $100 of debentures for each 18 common shares held. **Price**—To be supplied by amendment. **Business**—Domestic and international transport of persons, property, and mail. **Proceeds**—To make payments on planes and reduce short-term indebtedness, with the balance for general corporate purposes. **Office** — Miami International Airport, Miami, Fla. **Underwriter** — Lehman Brothers, New York City (managing).

● **National Bagasse Products Corp. (5/1-5)**
March 14, 1961 filed 16,200 units, each unit consisting of $100 of 15-year 7% subordinated debentures, 30 shares of class A common and 10 warrants (to buy a like number of class A shares). **Price** — $163.85 per unit. **Business** — Manufactures composition board, hard board and insulating board from bagasse, a waste product of sugar refining. **Proceeds** — To build a new plant at Vacherie, La. **Office**—821 Gravier St., New Orleans, La. **Underwriters**—S. D. Fuller & Co.,

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New York City, and Howard, Weil, Labouisse, Fredrichs & Co., New Orleans (managing).

● National Food Marketers, Inc. (4/20)
Jan. 27, 1961 filed 100,000 shares of common stock. **Price** $4 per share. **Business**—The company is engaged in the processing and packaging of quick-frozen, prepared seafood meat and poultry for use by restaurants and institutions and frozen ready-to-heat meals for distribution through vending machines. **Proceeds** — To repay loans; purchase additional machinery; establish a food laboratory, and for advertising, promotion, and working capital. **Office**—Blue Anchor, N. J. **Underwriter**—Robert Edelstein Co., Inc., New York City.

National Fuel Gas Co. (4/24)
March 22, 1961, filed $27,000,000 of sinking fund debentures, due May 1, 1986. **Proceeds**—To refund $15,000,000 of 5½% debentures due 1982 and for other corporate purposes. **Office**—30 Rockefeller Plaza, New York City. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; White, Weld & Co.; First Boston Corp.; Eastman Dillon, Union Securities & Co., and Stone & Webster Securities Corp. (jointly). **Bids**—To be received April 24 at 11:30 a.m. (EST) in Room 2033, 2 Rector Street, New York City. **Information Meeting**—Scheduled for April 21, at 11 a.m. (EST) in Room 240, 2 Rector Street, New York City.

● National Mercantile Corp.
March 29, 1961 filed 100,000 shares of common stock and five-year warrants to purchase an additional 20,000 common shares, to be offered for public sale in units consisting of one common share and one-fifth of a warrant. **Price**—To be supplied by amendment. **Business**—The distribution and retail sale of phonograph records. **Proceeds**—For the repayment of loans and for working capital. To expand retail operations. **Office**—1905 Kerrigan Avenue, Union City, N. J. **Underwriter**—A. T. Brod & Co., New York City (managing). **Offering**—Expected in late May.

National Scientific Corp.
March 24, 1961 filed 1,500,000 shares of common stock. **Price**—$1.15 per share. **Business**—The company is licensed under the Small Business Investment Act of 1958 and is registered with the SEC as a non-diversified, closed-end, management investment company, which will invest in the fields of electronics, physics and chemistry. **Proceeds**—For investment and operating expenses. **Office** — First National Bank Building, Minneapolis, Minn. **Underwriter**—Bratter & Co., Inc., Minneapolis, Minn.

● Nedick's Stores, Inc. (4/20)
Feb. 21, 1961 filed 185,000 shares of common stock (par 20 cents), of which 60,000 shares are to be offered for the account of the company and 125,000 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Proceeds** — For expansion and working capital. **Office**—513 West 166th St., New York, N. Y. **Underwriter**—Van Alstyne, Noel & Co., New York City (managing).

New England Telephone & Telegraph Co. (4/25)
March 30, 1961 this subsidiary of A. T. & T. filed 3,149,615 shares of capital stock to be offered for subscription by stockholders on the basis of one new share for each seven shares held of record April 25. **Price**—To be supplied by amendment. **Proceeds**—To retire $40,000,000 of first mortgage 4½% bonds, series B, which mature May 1, 1961 and to repay advances from the parent company. **Office**—185 Franklin Street, Boston, Mass. **Underwriter**—None.

★ New Era Mining Co.
April 6, 1961 filed 1,000,000 shares of common stock (par 25 cents). **Price** — 50 cents per share. **Business** — The company plans to operate two gold placer claims in the Black Hills of South Dakota. **Proceeds**—To repay debt, purchase equipment and for working capital. **Office**—9635 West Colfax Avenue, Denver, Colo. **Underwriter**—None.

● New York State Electric & Gas Corp. (5/16)
March 24, 1961 filed $25,000,000 of first mortgage bonds due 1991. **Proceeds**—To repay bank loans and for construction. **Office**—108 East Green Street, Ithaca, N. Y. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Kidder, Peabody & Co. and Salomon Bros. & Hutzler (jointly); Blyth & Co., Inc.; Harriman Ripley & Co.; First Boston Corp., and Glore, Forgan & Co. (jointly). **Bids**—To be received on May 16 at 11 a.m. (EST).

★ Nippon Telegraph & Telephone Public Corp.
April 10, 1961 filed $15,000,000 of guaranteed bonds of which $5,000,000 will be due in 1964-1966 and $10,000,000 in 1976. The bonds are guaranteed as to principal and interest by the Government of Japan. **Price**—To be supplied by amendment. **Business**—The company was formed in 1952 to take over from the government the furnishing of public telephone, telegraph and related communication services in Japan. **Proceeds** — For expansion. **Office**—Tokyo, Japan. **Underwriters**—Dillon, Read & Co. Inc.; First Boston Corp., and Smith, Barney & Co. (managing). **Offering**—Expected in early May.

Normandy Oil & Gas, Inc.
Aug. 31, 1960 filed 750,000 shares of common stock. **Price**—$1 per share. **Business**—Oil and gas exploration and production. **Proceeds** — For general corporate purposes. **Office**—620 Oil & Gas Bldg., Wichita Falls, Texas. **Underwriter**—None, but 102,500 of the shares are reserved for commissions to selling brokers at the rate of 15 shares for each 100 shares sold.

North Electric Co. (5/15)
March 30, 1961 filed 22,415 shares of common stock to be offered for subscription by stockholders of record May 15. **Price**—To be supplied by amendment. **Business**—This subsidiary of L. M. Ericsson Telephone Co. of Stockholm, Sweden, manufactures telecommunications equipment, remote control systems, electromechanical and electronic components, and power supply assemblies. **Proceeds**—To repay loans and for working capital. **Office**—553 South Market Street, Galion, Ohio. **Underwriter**—None.

Northern Instrument Corp. (4/24-28)
March 10, 1961 (letter of notification) 75,000 shares of common stock (par one cent). **Price**—$4 per share. **Business**—Manufacturers of electronic devices. **Proceeds**—For general corporate purposes. **Office**—3 Carll Ave., S., Babylon, N. Y. **Underwriter**—I. R. E. Investors Corp., Levittown, N. Y.

Northwestern Public Service Co.
April 3, 1961 filed 54,571 shares of common stock to be offered for subscription by holders of common stock on the basis of one new share for each 12 shares held. **Price**—To be supplied by amendment. **Office**—Huron, S. D. **Underwriter**—To be named.

★ Norway (Kingdom of) (5/2)
April 7, 1961 filed $15,000,000 of 15-year external loan bonds of 1961, due May 1, 1976. **Proceeds**—For the acquisition and importation of capital equipment required for the continuing development of the Norwegian economy. **Underwriters** — Harriman Ripley & Co., Inc.; Kuhn, Loeb & Co. Inc.; Lazard Freres & Co., and Smith, Barney & Co. Inc.

Ohio-Franklin Fund, Inc. (4/17)
Feb. 3, 1961 filed 2,000,000 shares of common stock to be offered to investors through a tax-free exchange of shares for securities of a selected list of companies. **Exchange Price**—Net asset value (expected to be $10 per share). **Business**—A new fund which provides a medium through which holders of blocks of securities may obtain diversification and continuous professional investment management without incurring Federal capital gains tax liability upon the exchange. **Proceeds**—For investment. **Office**—51 North High St., Columbus, O. **Distributor**—The Ohio Co., Columbus, O.

★ One Maiden Lane Fund, Inc.
April 7, 1961 filed 300,000 shares of common stock. **Price**—$3 per share. **Business**—This is a new mutual fund specializing in the field of convertible securities. **Proceeds**—For investment. **Office**—One Maiden Lane, New York City. **Underwriter**—G. F. Nicholls & Co., Inc., New York City.

Opelika Manufacturing Corp. (5/1-5)
March 30, 1961 filed 200,000 outstanding shares of common stock (par $5), to be offered for public sale by the holders thereof. **Price**—To be supplied by amendment. **Business**—The manufacture and sale of a variety of textile products to the linen rental industry and to hospitals and other institutions. **Proceeds**—For the selling stockholders. **Office**—361 West Chestnut Street, Chicago, Ill. **Underwriter** — Glore, Forgan & Co., New York City (managing).

● Orange & Rockland Utilities, Inc. (4/20)
March 14, 1961 filed $12,000,000 of first mortgage bonds, series G, due April 15, 1991. **Proceeds**—For redemption of $6,442,000 of first mortgage bonds, series B, due May 1, 1961; for repayment of bank loans and for construction. **Office**—10 North Broadway, Nyack, N. Y. **Underwriters**—To be determined by competitive bidding. Previous bidders: Halsey, Stuart & Co. Inc.; Equitable Securities Corp.; W. C. Langley & Co., Glore, Forgan & Co. (jointly); First Boston Corp.; Merrill Lynch, Pierce, Fenner & Smith Inc., Eastman Dillon, Union Securities & Co., Kidder, Peabody & Co., and White, Weld & Co. (jointly). **Bids**—Expected to be received on April 20 up to 11:00 a.m. EST. **Information Meeting**—Scheduled for 11 a.m. (EST) April 13 at Bankers Trust Co., 16 Wall St., New York City.

● Ortronix, Inc. (4/24-28)
March 24, 1961 (letter of notification) 100,000 shares of common stock (par 10 cents). **Price**—$3 per share. **Proceeds**—For product development, machinery and equipment, and working capital. **Office**—Forsythe Rd., Orlando, Fla. **Underwriters**—Beil & Hough, Inc., St. Petersburg, Fla.; Goodbody & Co., New York City; Courts & Co., Atlanta, Ga.; Security Associates, Inc., Winter Park, Fla.; McDaniel & Co., Greensboro, N. C.; Nolting, Nichol & O'Donnell Inc., Pensacola, Fla.; Oscar E. Dooly & Co., Miami, Fla., and John H. Harrison & Co., Orlando, Fla.

● Palm Developers Limited
Sept. 8, 1960, filed 100,000 shares of common stock (par 1 shilling). **Price** — $3 per share. **Business** — The company intends to deal in land in the Bahamas. **Proceeds**—To buy land, and for related corporate purposes. **Office**—6 Terrace, Centreville, Nassau, Bahamas. **Underwriter**—David Barnes & Co., Inc., New York City. **Offering**—Imminent.

Panacolor, Inc. (5/1-5)
Feb. 24, 1961 filed 200,000 shares of common stock (par 20 cents). **Price**—$4 per share. **Business**—The company plans to engage in the business of developing and printing color film primarily for the motion picture and television industries. **Proceeds**—For the construction of two machines to print color film by the Panacolor Process; for sales promotion, market development and officers' salaries; for mortgage and interest payments; and for working capital. **Office**—6660 Santa Monica Blvd., Hollywood, Calif. **Underwriter** — Federman, Stonehill & Co., New York City (managing).

Paxton (Frank) Lumber Co.
March 28, 1961 filed 83,389 outstanding shares of class A common (par $2.50) to be offered for public sale by the present holders thereof. **Price** — To be supplied by amendment. **Business** — The operation of a chain of lumber yards in the middle west. **Proceeds**—For the selling stockholders. **Office** — 6311 St. John Avenue, Kansas City, Mo. **Underwriter**—Stern Brothers & Co., Kansas City (managing).

Pearce-Simpson, Inc.
Dec. 30, 1960 filed $1,800,000 of outstanding 6% convertible debentures due April 1, 1970; 200,000 shares of common stock reserved for issuance upon conversion of the debentures; 145,938 outstanding shares of common stock; 72,500 outstanding warrants for the purchase of common shares and a like number of underlying shares. **Business**—The manufacture of radio telephones. **Proceeds**—To the selling stock and debenture holders. **Office**—2295 N. W. 14th Street, Miami, Fla. **Underwriter**—None.

Pennsylvania Electric Co. (5/17)
March 28, 1961 filed $10,000,000 of first mortgage bonds, due 1991. **Office**—222 Levergood Street, Johnstown, Pa. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Blyth & Co., Inc.,and Harriman Ripley & Co. (jointly); First Boston Corp.; Equitable Securities Corp.; Kidder, Peabody & Co.; Kuhn, Loeb & Co. **Bids**—To be received on the 37th Floor of 80 Pine Street, New York City on May 17 at 11 a.m. (DST). **Information Meeting**—To be held at the above address on May 12 at 10 a.m. (DST).

Pennsylvania Electric Co. (6/5)
March 28, 1961 filed $12,000,000 of debentures, due 1986. **Office**—222 Levergood Street, Johnstown, Pa. **Underwriters**—To be determined by competitive bidding. The company has never before issued debentures. However, the following underwriters bid on the last issue of bonds: Blyth & Co., Inc., and Harriman Ripley & Co. (jointly); First Boston Corp.; Equitable Securities Corp.; Kidder, Peabody & Co.; Halsey, Stuart & Co. Inc.; Kuhn, Loeb & Co. **Bids**—To be received at 80 Pine Street, 37th floor, on June 5 at noon (DST). **Information Meeting**—To be held at the above address on June 2 at 10 a.m. (DST).

Pennsylvania & Southern Gas Co.
March 30, 1961 filed $600,000 of 5½% convertible debentures due June 1, 1981 to be offered for subscription by common stockholders on the basis of one $100 debenture for each 10 shares held. **Price** — At 100% of principal amount. **Proceeds** — To redeem all outstanding 6½% preferred stock, series A, B and C, and for construction. **Office**—137 West Lockhart St., Sayre, Pa. **Underwriter**—None.

● Peoples Gas Light & Coke Co. (5/9)
March 30, 1961 filed $30,000,000 of first and refunding mortgage bonds, series J, due 1986. **Proceeds**—To pay at maturity $15,100,000 of first and refunding mortgage 3% bonds, series G, due June 15, 1961 and for general corporate purposes. **Office**—122 S. Michigan Avenue, Chicago 3, Ill. **Underwriters** — To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Glore, Forgan & Co.; First Boston Corp. **Bids**—To be received on May 9 at 10 a.m. (CDST) in room 1615, 122 So. Michigan Ave., Chicago, Ill.

Perini Corp.
March 30, 1961 filed 1,451,998 shares of common stock (par $1), of which 1,350,000 are to be offered for public sale by the company, and 101,998 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business**—The company is engaged in the construction and general contracting business in the U. S. and Canada and recently entered the real estate development field. In addition it will control and operate the National League Baseball Club of Milwaukee, Inc. **Proceeds**—To repay loans and for general corporate purposes. **Office** — 73 Mt. Wayte Ave., Framingham, Mass. **Underwriters**—F. S. Moseley & Co., Boston, Mass., and Paine, Webber, Jackson & Curtis, New York City.

● Personal Property Leasing Co.
Jan. 24, 1961 filed 150,000 shares of capital stock. **Price**—$6.50 per share. **Business**—The company is engaged in the business of leasing a variety of equipment and machinery to industrial and commercial firms to meet their specific requirements. **Proceeds** — For additional working capital. **Office** — 6381 Hollywood Blvd., Los Angeles, Calif. **Underwriter**—Dempsey-Tegeler & Co., St. Louis (managing). **Offering**—Imminent.

Peterson Building Corp.
Feb. 24, 1961 filed $630,000 of 5½% leasehold mortgage sinking fund bonds to be offered for public sale in denominations of $1,000 and $500. **Business**—The company is constructing a building on leased premises in the business district of Lincoln, Neb., which will provide street level space for retail tenants and a six-level, self-parking garage. **Proceeds**—For construction. **Office**—National Bank of Commerce Bldg., Lincoln, Neb. **Underwriters**—Ellis, Holyoke & Co., and Commerce Investment Co., both of Lincoln, Neb.

Pharmaceutical Vending Corp.
Feb. 17, 1961 (letter of notification) 300,000 shares of common stock. **Price**—At par ($1 per share). **Proceeds**—For machinery and equipment, plant facilities, inventory and working capital. **Office**—100 W. 10th Street, Wilmington, Del. **Underwriter**—Pacific Coast Securities Co., San Francisco, Calif.

● Philadelphia Aquarium, Inc. (5/8-12)
Oct. 14, 1960 filed $1,700,000 of 6% debentures due 1975 and 170,000 shares of capital stock (par 50 cents) to be offered in units, each consisting of one $100 debenture and 10 shares of stock. **Price**—$150 per unit. **Business**—Operation of an aquarium in or about Philadelphia. **Proceeds**—To acquire ground and to construct an aquarium building or buildings. **Office**—2635 Fidelity-Philadelphia Trust Building, Philadelphia, Pa. **Underwriter**—Stroud & Co., Inc., Philadelphia, Pa.

Photogrammetry, Inc.
March 20, 1961 (letter of notification) 23,000 shares of common stock (par $1). **Price**—$8 per share. **Proceeds**—For construction, equipment and working capital. **Office**—922 Burlington Avenue, Silver Spring, Md. **Underwriter**—First Investment Planning Co., Washington, D. C.

Photronics Corp. (6/15)
Feb. 24, 1961 filed 150,000 shares of common stock (par 10 cents), to be offered for subscription by stockholders on the basis of three new shares for each four shares held. **Price**—To be supplied by amendment. **Business**—The design, development and manufacture of optical and electro-optical systems and components used in aerial reconnaissance, photo-interpretation, photo-grammetry and optical scanning devices. **Proceeds** — For working capital, research and development, and new equipment. **Office**—134-08 36th Road, Flushing, N. Y. **Underwriter**—L. D. Sherman & Co., New York City.

● **Physio-Chem Corp. (4/17-21)**
Feb. 15, 1961 (letter of notification) 100,000 shares of common stock (par one cent). **Price**—$3 per share. **Business**—Manufacturers of educational and scientific equipment for boys and girls. **Proceeds**—For general corporate purposes. **Office**—511 Homestead Avenue, Mount Vernon, N. Y. **Underwriter**—Fontana Securities Inc., New York, N. Y. **Note**—This company was formerly called Home Lab Supply, Inc.

Plastics Corp. of America, Inc.
Feb. 9, 1961 filed 800,000 shares of common stock, of which 650,000 shares are to be offered first in exchange for outstanding 5% notes on the basis of one share for each $1 principal amount of 5% note with the remaining 150,000 shares, together with any of the 650,000 shares not issued in the exchange, to be offered publicly. **Price**—$1 per share. **Business**—The company was organized under Minnesota law in November 1960 to provide a vehicle for the acquisition of companies engaged in the fields of plastics, rubber and related materials. **Proceeds** — To retire the above notes, open a plant in the Minneapolis-St. Paul area and provide working capital for any newly acquired companies. **Office**—1234 Baker Bldg., Minneapolis, Minn. **Underwriter**—None.

Potter Instrument Co., Inc.
March 24, 1961 filed 210,000 shares of common stock, of which 190,000 shares are to be offered for public sale by the company and 20,000 outstanding shares by the present holder thereof. **Price**—$10 per share. **Business**—The manufacture and sale of electronic data processing equipment. **Proceeds**—For the repayment of loans and to finance accounts receivable and inventories. **Office**—Plainview, L. I., N. Y. **Underwriter**—Bear Stearns & Co., New York City (managing). **Offering**—Expected in early May.

Power Designs Inc.
March 31, 1961 filed 500,000 shares of common stock (par 10 cents). **Price**—$2 per share. **Business**—The design, manufacture and sale of power supply equipment for the conversion of commercial AC power. **Proceeds**—To repay loans, for expansion and working capital. **Office**—1700 Shames Drive, Westbury, N. Y. **Underwriter** — Pistell, Crow, Inc., New York City. **Offering**—Expected in late May.

Precisionware, Inc.
March 30, 1961 filed 125,000 shares of common stock (par $1), of which 50,000 shares are to be offered for public sale by the company and 75,000 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business**—A contract manufacturer of kitchen cabinets and other types of wood cabinets which the company sells to builders, contractors and distributors. **Proceeds**—For new equipment, plant expansion and working capital. **Office** — 78 Livingston St., Brooklyn, N. Y. **Underwriter**—Hayden, Stone & Co., New York City (managing). **Offering**—Expected in late May.

Presto Dyechem Co., Inc.
Feb. 27, 1961 (letter of notification) 110,000 shares of common stock (par 10 cents). **Price** — $2.50 per share. **Business**—Producers of dye markers and shark repellants. **Proceeds**—For general corporate purposes. **Office** 45 John Street, Yonkers, N. Y. **Underwriter** — Frank Karasik & Co., Inc., New York, N. Y.

Products Research Co.
March 27, 1961 filed 283,200 shares of common stock (par $2), of which 120,000 shares are to be offered for public sale by the company and 163,200 outstanding shares by the present holders thereof. **Price** — To be supplied by amendment. **Business**—The development, manufacture and sale of synthetic rubber caulking compounds, protective coatings, encapsulation materials and glass skylights. **Proceeds**—For the selling stockholders. **Office**—2919 Empire Ave., Burbank, Calif. **Underwriter**—Schwabacher & Co., San Francisco, Calif. (managing).

● **Progress Webster Electronics Corp. (4/17-24)**
Jan. 13, 1961 filed 150,000 shares of common stock. **Price**—$4.50 per share. **Business**—The company and its subsidiaries are engaged in the business of manufacturing, distributing and developing electronic equipment and components and related products for residential, commercial and military use. **Proceeds**—For working capital. **Office**—10th Street, and Morton Avenue, Chester, Pa. **Underwriter**—Marron, Sloss & Co., Inc., New York City (managing).

Publishers Company, Inc. (4/24-28)
Jan. 27, 1961 filed 220,000 shares of common stock. **Price**—$10 per share. **Business**—The company and its subsidiaries are engaged in the business of selling and financing books sales. **Proceeds**—To acquire the assets of Books, Inc., 1140 Broadway, New York City; to invest in a new District of Columbia company, Books, Inc.; to invest additional funds in a subsidiary; to finance installment sales contracts receivable and for working capital. **Office**—1116 18th St., N. W., Washington, D. C. **Underwriters**—Amos Treat & Co., Inc., New York City and Roth & Co., Inc., Philadelphia, Pa. (managing).

Puerto Rican Airlines, Inc.
Feb. 6, 1961 (letter of notification) 100,000 shares of class A common stock (par 10 cents). **Price** — $3 per share. **Proceeds** — For accounts payable, to purchase equipment and for general corporate purposes. **Office**—c/o F. J. Perez-Almiroty, 1764 Ponce de Leon Ave., San Juan, Puerto Rico. **Underwriter**—Investment Securities Co. of Maryland, Inc., Baltimore, Md.

● **Ram Electronics, Inc.**
Dec. 28, 1960 (letter of notification) 75,000 shares of common stock (par 10 cents). **Price**—$4 per share. **Business**—Manufacturers of electronic and replacement parts for television receivers and other electrical circuits. **Proceeds**—For general corporate purposes. **Office**—600 Industrial Ave., Paramus, N. J. **Underwriter**—To be named. **Offering**—Expected in late April.

● **Real Estate Investment Trust of America (5/22-26)**
March 31, 1961 filed 500,000 shares of beneficial interest in the Trust. **Price**—To be supplied by amendment. **Business**—The Trust which was organized in 1955 to acquire the assets of three Massachusetts business trusts now holds real estate properties in 12 states and the District of Columbia. **Proceeds** — For investment. **Office** — 294 Washington St., Boston, Mass. **Underwriters** — Paine, Webber, Jackson & Curtis; Kidder, Peabody & Co., and Lee Higginson Corp., all of New York City.

Recreation Enterprises, Inc.
March 16, 1961 filed 110,000 units of common stock and warrants, each unit to consist of one share of class A common and two common stock purchase warrants for the purchase of class A common (one exercisable at $5.50 per share for 18 months and the other at $6 per share within 36 months). **Price**—$5 per unit. **Business**—The company plans to operate a chain of bowling alleys in the midwestern states, initially in Missouri and Kansas. **Proceeds**—For the building of bowling centers. **Office**—6000 Independence Ave., Kansas City, Mo. **Underwriter**—I. M. Simon & Co., St. Louis, Mo.

Red Star Yeast & Products Co.
March 16, 1961 filed $1,000,000 of convertible subordinated debentures, due 1976. **Price** — To be supplied by amendment. **Business**—The production of yeast and yeast products for the pharmaceutical, food, and animal feed industries. **Proceeds** — For diversification and possible acquisitions. **Office**—221 East Buffalo St., Milwaukee, Wis. **Underwriter**—Loewi & Co., Inc., Milwaukee.

● **Renaire Foods, Inc.**
March 30, 1961 filed $600,000 of debentures, 6½% convertible series due 1976, to be offered for public sale by the company and 125,000 shares of common stock, (par $1) of which 100,000 shares are to be offered for sale by the company and 25,000 outstanding shares by the present holders thereof. **Price**—At 100% of principal amount, for the debentures and $6 per share for the stock. **Business**—The retail distribution of food freezers, frozen foods, groceries, vitamins, proprietary medicines and sundries, principally in the Philadelphia and Baltimore trading areas. **Proceeds**—For construction, the purchase of installment contracts resulting from the sales of food and freezers, and for working capital. **Office**—770 Baltimore Pike, Springfield, Pa. **Underwriter**—P. W. Brooks & Co., Inc., New York City. **Offering**—Expected in late May or early June.

● **Resitron Laboratories, Ltd. (4/17-21)**
Feb. 16, 1961 (letter of notification) 200,000 shares of common stock. **Price** — $1 per share. **Business** — The manufacture of closed circuit television tubes, circuit breakers and relays for high powered communications systems. **Proceeds**—To repay bank loans, purchase new equipment and for working capital. **Office** — 2908 Nebraska Avenue, Santa Monica, Calif. **Underwriter**—D. E. Liederman & Co., Inc., 50 Broad St., New York City.

● **Roblin-Seaway Industries, Inc. (4/26)**
Dec. 29, 1960 filed 80,000 shares of class A stock. **Price**—$6 per share. **Business**—Organized under New York law in December 1960, the company will be consolidated with, and carry on the business of Roblin, Inc., which buys and sells scrap steel and other ferrous and nonferrous metals and Seaway Steel Corp., which operates a rolling mill producing bars, rods and other shapes of steel and nickel. The company will also have interests ranging from 50% to 76% in a demolition contractor, a lessor of demolition equipment, a stevedoring business, a metals broker and a manufacturer of rolled nickel anodes and other rolled nickel products. **Proceeds**—For general corporate purposes. **Office**—1437 Bailey Ave., Buffalo, N. Y. **Underwriter** — Brand, Grumet & Seigel, Inc., New York City (managing).

Rocket Jet Engineering Corp. (5/29-6/2)
March 20, 1961 filed 110,000 outstanding shares of common stock (par 75 cents). **Price**—To be supplied by amendment. **Business** — The design, development and manufacture of escape and survival equipment used in military aircraft. **Proceeds**—For the selling stockholders. **Office**—1426 South Flower Street, Glendale, Calif. **Underwriters**—Thomas Jay, Winston & Co., Inc., Beverly Hills, Calif., and Maltz, Greenwald & Co., New York City. The latter firm will handle the books in the East.

Rocket Research Corp.
Jan. 19, 1961 filed 300,000 shares of common stock. **Price**—$2.25 per share. **Business**—The company is engaged in research on new high energy propellant systems, the development of a miniature rocket for application to satellite and space vehicles and in the preparation of proposals which have been submitted to certain governmental agencies. **Proceeds**—For general corporate purposes. **Office**—233 Holden Street, Seattle, Wash. **Underwriter**—Craig-Hallum, Kinnard, Inc., Minneapolis, Minn.

● **Ruth Outdoor Advertising Co., Inc.**
March 10, 1961 (letter of notification) 80,000 shares of class A stock (par 10 cents). **Price**—$3 per share. **Business**—Outdoor advertising. **Proceeds**—For general corporate purposes. **Address** — R. D. No. 2, Albany, N. Y. **Underwriter**—Lewis & Stoehr, New York, N. Y.

Safeguard Corp.
March 21, 1961 (letter of notification) 75,000 shares of common stock (par 50 cents). **Price**—$4 per share. **Proceeds**—For capital funds, expansion, and working capital. **Office**—1114 N. Broad Street, Lansdale, Pa. **Underwriter**—Netherlands Securities Co., Inc., New York, N. Y.

★ **St. Louis Capital, Inc.**
April 11, 1961 filed 750,000 shares of common stock (par $1). **Price**—To be supplied by amendment. **Business**—A new small business investment company. **Proceeds**—For investment. **Office**—St. Louis, Mo. **Underwriters**—Hornblower & Weeks, New York City and I. M. Simon & Co., St. Louis (managing). **Offering**—Expected in late May.

San Diego Chargers, Inc.
Feb. 28, 1961 (letter of notification) 100,000 shares of capital stock (no par). **Price**—$3 per share. **Proceeds**—For working capital. **Office**—2223 El Cajon Boulevard, San Diego 4, Calif. **Underwriter** — Norman C. Roberts Co., San Diego, Calif.

★ **San Francisco & Oakland Helicopter Airlines, Inc.**
April 5, 1961 85,000 shares of class A stock (par $10) and 85,000 shares of common stock (par 10 cents) to be offered in units, each unit to consist of one share of class A and one common share. **Price** — To be supplied by amendment. **Business**—The company plans to furnish scheduled air transportation service in the San Francisco Bay area. **Proceeds**—For spare parts, lease of aircraft, starting-up expenses, and working capital. **Office**—155 Montgomery Street, San Francisco, Calif. **Underwriters**—Birr & Co., Inc., and Wilson, Johnson & Higgins, both of San Francisco.

● **Schaper Manufacturing Co., Inc. (5/22-26)**
March 29, 1961 filed 80,600 shares of common stock (par $4), of which 15,000 shares are to be offered for public sale by the company and 65,600 outstanding shares by the present holder thereof. **Price**—$10 per share. **Business**—The design, assembly, manufacture and sale of a variety of plastic toys and games. **Proceeds**—For working capital. **Office**—650 Ottawa Ave., North, Minneapolis, Minn. **Underwriter** — Paine, Webber, Jackson & Curtis, New York City (managing).

Schneider (Walter J.) Corp.
March 30, 1961 filed 120,000 shares of class A common (par 10 cents). **Price**—$5 per share. **Business**—Organized on March 24, 1961, the company plans to engage in the real estate business and allied activities. **Proceeds**—For general corporate purposes. **Office**—67 West 44th Street, New York City. **Underwriters**—Brand, Grumet & Seigel, Inc., and Kesselman & Co., Inc., both of New York City. **Offering**—Expected in early June.

★ **Scope, Inc.**
March 28, 1961 filed 75,000 shares of common stock. **Price** — To be supplied by amendment. **Business** — The research and development of projects for agencies of the U. S. Government. **Proceeds**—For the repayment of debt, production and marketing of new products, and for working capital. **Office**—121 Fairfax Drive, Falls Church, Va. **Underwriter**—Hodgdon & Co., Inc., Washington, D. C.

Scot Lad Foods, Inc.
March 28, 1961 filed 250,000 shares of common stock. **Price** — To be supplied by amendment. **Business** — The packaging of food products for supermarkets. **Proceeds**—The net proceeds, estimated at $2,185,000, will be applied to outstanding indebtedness, with the balance to be added to working capital. **Office**—Chicago, Ill. **Underwriter**—Hayden, Stone & Co., New York City (managing). **Offering**—Expected in late May.

Seacrest Industries Corp. (5/1)
Feb. 24, 1961 (letter of notification) 40,000 shares of common stock (par one cent). **Price**—$7.50 per share. **Business**—The sale of home-freezers and refrigerator-freezer combinations, home delivery of food plans, and manufacture and sale of swimming pools. **Proceeds**—For the purchase of Westchester Foods, Inc. stock; current liabilities; building improvements; advertising, promotion and expansion and for general corporate purposes. **Office**—354 Franklin Avenue, Franklin Square, Long Island, N. Y. **Underwriters**—A. J. Gabriel Co., Inc., New York, N. Y. and Williamson Securities Corp., 92 Liberty Street, New York 6, N. Y.

● **Sealectro Corp.**
March 24, 1961 filed 231,600 shares of common stock (par 25 cents) of which 100,000 shares are to be offered for public sale by the company and 131,600 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business** — The production of electronic components and sub-assemblies for use in electronic and electrical equipment, aircraft, missile, communications and data-processing industries. **Proceeds**—For the repayment of loans; new equipment; expansion, and working capital. **Office**—139 Hoyt Street, Mamaroneck, N. Y. **Underwriter**—Bache & Co., New York City (managing). **Offering**—Expected in mid-May.

Search Investments Corp.
Jan. 4, 1961 filed 1,000,000 shares of common stock. **Price**—$1 per share. **Business**—A non-diversified closed-end investment company. **Proceeds**—For working capital and for investments. **Office**—1620 Rand Tower, Minneapolis, Minn. **Underwriter**—None.

● **Season-All Industries, Inc. (4/19)**
March 8, 1961 filed 100,000 shares of common stock. **Price**—To be supplied by amendment. **Business**—Manufactures and distributes aluminum doors, windows, awnings and siding. **Proceeds**—To purchase new equipment,

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retire bank indebtedness and add to working capital. **Office**—Indiana, Pa. **Underwriter**—Moore, Leonard & Lynch, Pittsburgh, Pa.

● Selas Corp. of America
Feb. 28, 1961 filed 170,000 shares of common stock, of which 20,000 will be offered publicly for the account of the company and 150,000, being outstanding stock, by the holders thereof. **Price**—To be filed by amendment. **Business**—The engineering, manufacture and sale of industrial gas heat processing and fluid processing equipment. **Proceeds**—The company will use the proceeds from its share of the offering for working capital. **Office**—Dresher, Pa. **Underwriter**—Eastman Dillon, Union Securities & Co., New York City (managing). **Offering**—Imminent.

● Selmer (H.& A.), Inc.
March 16, 1961 filed 40,000 shares of common stock (par $2). **Price**—To be supplied by amendment. **Business**—The importation, manufacture and distribution of wind band instruments and accessories. **Proceeds**—For working capital and expansion. **Office**—1119 North Main St., Elkhart, Ind. **Underwriter**—Clark, Dodge & Co., New York City (managing). **Offering**—Expected in early May.

Sherman Co.
March 29, 1961 filed 1,096 of limited partnership shares. **Price** — $5,000 per unit. **Business** — The company was formed on March 15, 1961 to acquire the Hotel Sherman in Chicago. **Proceeds**—To purchase the above property. **Office**—10 E. 40th Street, New York City. **Underwriter**—None.

★ Sierra Pacific Power Co. (5/2)
April 10, 1961 filed 132,570 shares of common stock (par $3.75) to be offered for subscription by common stockholders on the basis of one new share for each 12 shares held of record May 2, with rights to expire May 22. **Price**—To be supplied by amendment. **Proceeds**—For the repayment of bank loans and for construction. **Office**—220 South Virginia Street, Reno, Nev. **Underwriter**—None.

★ Sierra Pacific Power Co. (5/11)
April 10, 1961 filed $6,500,000 of first mortgage bonds, due 1991. **Proceeds** — For construction. **Office** — 220 South Virginia Street, Reno, Nev. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Stone & Webster Securities Corp.; Dean Witter & Co.; Kidder, Peabody & Co. and White, Weld & Co. (jointly). **Bids**—To be received on May 11, at 11 a.m. (DST) at 49 Federal Street (8th floor), Boston, Mass. **Information Meeting**—Scheduled for May 9 at 3 p.m. (DST) at One Chase Manhattan Plaza (23rd Floor), New York City.

● Sigma Instruments, Inc. (5/24-28)
Feb. 27, 1961 filed 200,000 shares of common stock (par $1), of which 78,540 are to be offered for public sale by the company and 121,460 outstanding shares by the present holders thereof. **Price** — To be supplied by amendment. **Business** — The company, formerly The Fisher-Pierce Co., is engaged in the development, manufacture and sale of sensitive electromagnetic relays, photoelectronic street lighting controls and other electronic control devices. **Proceeds**—To repay bank loans and for working capital. **Office** — 170 Pearl St., South, Braintree, Mass. **Underwriter**—W. C. Langley & Co., New York City (managing).

★ Siltronics, Inc.
March 23, 1961 (letter of notification) 150,000 shares of common stock (par 10 cents). **Price**—$2 per share. **Proceeds** — For repayment of debt, research, development and engineering; and working capital. **Office**—2231 Saw Mill Run Boulevard, Pittsburgh, Pa. **Underwriter** — None.

Silver Pacific Co.
March 15, 1961 (letter of notification) 200,000 shares of common stock (par $1). **Price**—$1.50 per share. **Proceeds**—For development of property; repayment of loans and real estate investments. **Office**—1325 Sunset Highway, Issaquah, Wash. **Underwriter** — Rowley Agency, Inc., Issaquah, Wash.

Simulatics Corp.
March 27, 1961 (letter of notification) 150,000 shares of common stock (par one cent). **Price**—$2 per share. **Business**—The investigation of probable human behavior by use of computer technology. **Proceeds** — To repay a short-term bank loan; and for working capital and general corporate purposes. **Office**—501 Madison Avenue, New York 22, N. Y. **Underwriter**—Russell & Saxe, New York, N. Y.

Southern States Investment & Mortgage Corp.
Feb. 8, 1961 (letter of notification) 100,000 shares of common stock (par $1). **Price**—$1.50 per share. **Proceeds**—For advances to subsidiaries and working capital. **Office**—424 Mark Bldg., Atlanta, Ga. **Underwriter**—First Fidelity Securities Corp., Atlanta, Ga.

Southland Life Insurance Co.
March 28, 1961 filed 80,000 shares of common stock, to be offered to holders of the outstanding common on the basis of one new share for each five shares held. **Price**—To be supplied by amendment. **Proceeds**—To purchase the 55% of the outstanding common stock of Carolina Life Insurance Co. not heretofore owned by the issuer. **Office**—Dallas, Texas. **Underwriter**—Equitable Securities Corp., Nashville, Tenn. (managing).

★ Southwestern Capital Corp.
April 4, 1961 filed 500,000 shares of common stock. **Price**—$3 per share. **Business**—A small business investment company and a closed-end, non-diversified management investment company. **Proceeds**—For investment. **Office**—1728 Garnet Avenue, San Diego, Calif. **Underwriter**—None.

● Spartans Industries, Inc.
March 23, 1961 filed 200,000 shares of common stock (par $1). **Price**—To be supplied by amendment. **Business**—The manufacture of apparel for men, women and children, and the operation of self-service discount department stores. **Proceeds**—For the repayment of loans and for expansion. **Office**—One W. 34th St., New York 1, N. Y. **Underwriters**—Shearson, Hammill & Co., New York City and J. C. Bradford & Co., Nashville, Tenn. **Offering**—Expected in mid-May.

Standard-American Leasing Corp.
Feb. 14, 1961 (letter of notification) 240,000 shares of common stock (par $1). **Price**—$1.25 per share. **Proceeds**—For working capital. **Office**—2855 Highland Drive, Salt Lake City, Utah. **Underwriter** — E. H. Coltharp & Co., Salt Lake City, Utah.

Standard Security Life Insurance Co. of N. Y.
March 27, 1961 filed 162,000 shares of common stock to be offered for subscription by holders of common and class A stock on the basis of two new shares for each five shares held. **Price** — To be supplied by amendment. **Business**—The writing of life, accident and health insurance. **Proceeds**—For general corporate purposes. **Office**—111 Fifth Avenue, New York City. **Underwriter**—None.

● Stein, Hall & Co. Inc. (5/8-12)
March 30, 1961 filed 250,000 outstanding shares of common stock (par $1), to be offered for public sale by the holders thereof. **Price**—To be supplied by amendment. **Business**—The company manufactures a wide variety of chemical specialty products, including specialized adhesives, synthetic resins, natural gum derivatives, food stabilizers and similar items. **Proceeds**—For the selling stockholders. **Office**—285 Madison Avenue, New York City. **Underwriter**—F. Eberstadt & Co., New York City (managing).

Stephen Realty Investment Corp.
Jan. 16, 1961 filed 1,400,000 shares of beneficial interest, of which 1,000,000 shares will be publicly offered and 400,000 shares are to be exchanged for real estate ventures. **Price**—$5 per share. **Office** — 1930 Sherman St., Denver, Colo. **Underwriter** — Stephen Securities Corp., 710 American National Bank Bldg., Denver, Colo.

● Stocker & Yale, Inc.
March 30, 1961 (letter of notification) 100,000 shares of no-par common stock. **Price**—$3 per share. **Business**—Manufacturers of precision dimensional measuring devices and developers of optical and audio-visual equipment. **Proceeds**—New product development, expansion of marketing program, and working capital. **Office** — Marblehead, Mass. **Underwriter**—First Weber Securities Corp., 79 Wall Street, New York City. **Offering**—Expected in early May.

Stone Mountain Scenic Railroad, Inc.
March 20, 1961 (letter of notification) 150,000 shares of common stock (par $1). **Price**—$2 per share. **Proceeds**—For purchase of land and materials, right of way preparation, and working capital. **Office** — 710 Peachtree Street, N. E., Atlanta 8, Ga. **Underwriter**—First Fidelity Securities Corp., Atlanta, Ga.

Stratton Corp. (5/1)
March 3, 1961 filed $650,000 of 5% convertible subordinated debentures, due Dec. 1, 1981. **Price**—At 100% of principal amount. **Business**—The development and operation of a winter and summer recreational resort on Stratton Mountain in southern Vermont. **Proceeds**—For construction. **Office**—South Londonderry, Vt. **Underwriter**—Cooley & Co., Hartford, Conn.

Straus-Duparquet Inc.
Sept. 28, 1960 filed $1,000,000 of 7% convertible subordinated debentures, due 1975. **Price**—At par. **Office**—New York City. **Underwriters**—John R. Boland & Co., New York City and Paul C. Kimball & Co. (Chicago). **Offering**—Expected in late April.

★ Sun Valley Associates
March 30, 1961 (letter of notification) $205,000 of limited partnership interests to be offered in units of $5,000, or fractional units of not less than $2,500. **Proceeds**—For working capital. **Address** — Harlingen, Texas. **Underwriter**—First Realty Syndicators, 11 E. 44th Street, New York, N. Y.

Superstition Mountain Enterprises, Inc.
Jan. 30, 1961 filed 2,000,000 shares of common stock. **Price** — $2.50 per share. **Business** — The company was formed in March, 1959 to develop real property at the foot of Superstition Mountain near Apache Junction, Ariz. It has developed part of the property to form the Apacheland Sound Stage and Western Street, architecturally designed for the 1870 period, which is used for the shooting of the motion picture and television productions. **Proceeds**—To purchase and develop additional property. **Office**—Apache Junction, Ariz. **Underwriter**—None.

Survivors' Benefit Insurance Co.
March 30, 1961 filed 50,000 shares of common stock to be offered initially to stockholders and thereafter to policyholders, employees and company representatives. **Price**—$21.70 per share. **Business** — The company is qualified to write life insurance in the state of Missouri. **Proceeds**—For expansion of the business into other states and for reserves. **Office** — 4725 Wyandotte St., Kansas City, Mo. **Underwriter**—None.

Taddeo Bowling & Leasing Corp.
March 31, 1961 filed $600,000 of 8% convertible subordinated debentures due 1971, 125,000 shares of common stock and 50,000 class A warrants to purchase common stock to be offered for public sale in units consisting of $240 of debentures, 50 common shares and 20 warrants. **Price** — $640 per unit. **Business** — The construction of bowling centers. **Proceeds**—For construction and working capital. **Office**—873 Merchants Road, Rochester, N. Y. **Underwriter** — Myron A. Lomasney & Co., New York City (managing).

Taney Industries, Inc. (4/17-21)
March 15, 1961 filed $1,500,000 of convertible subordinated debentures, due May 1, 1976. **Price**—To be supplied by amendment. **Business** — A holding company whose subsidiaries produce ballistic devices, solid propellants, electronic test systems and microwave components. **Office**—4551 E. McKellips Rd., Mesa, Ariz. **Underwriters**—Adams & Peck and McDonnell & Co., Inc., both of New York City.

Tassette, Inc. (4/24-28)
Feb. 15, 1961 filed 200,000 shares of class A stock. **Price**—To be supplied by amendment. **Business**—The company was organized under Delaware law in 1959 to finance the exploitation and sale of "Tassette," a patented feminine hygiene aid. **Proceeds**—For advertising and promotion, market development, medical research and administrative expenses. **Office**—170 Atlantic St., Stamford, Conn. **Underwriter**—Amos Treat & Co., Inc., New York City (managing).

Tax-Exempt Public Bond Trust Fund
Jan. 16, 1961 filed $5,000,000 of interests (5,000 units). **Price**—To be computed on the basis of the trustees evaluation of the underlying public bonds, plus a stated percentage (to be supplied by amendment) and dividing the sum thereof by 5,000. **Business** — The trust was formed by John Nuveen & Co., Chicago, Ill., to invest in tax-exempt obligations of states, counties, municipalities and territories of the United States. **Sponsor** — John Nuveen & Co., 135 South La Salle Street, Chicago, Ill.

Tax-Exempt Public Bond Trust Fund, Series 2
Feb. 23, 1961 filed $10,000,000 (10,000 units) ownership certificates. **Price**—To be filed by amendment. **Business**—The fund will invest in interest bearing obligations of states, counties, municipalities and territories of the U. S., and political subdivisions thereof which are believed to be exempted from Federal income taxes. **Proceeds** — For investment. **Office** — 135 South La Salle Street, Chicago, Ill. **Sponsor**—John Nuveen & Co., Chicago, Ill.

Tele-Film Electronics Engineering Corp.
March 10, 1961 (letter of notification) 300,000 shares of common stock (par 10 cents). **Price**—$1 per share. **Proceeds**—For repayment of loans; product development; expansion; and working capital. **Office**—818-17th St., Suite 610, Denver 2, Colo. **Underwriter**—Amos C. Sudler & Co., Denver, Colo.

Telephone Employees Insurance Co.
March 22, 1961 filed 43,117 shares of capital stock to be offered for subscription by stockholders on the basis of two new shares for each three shares held. **Price**—$27.50 per share. **Business**—The company writes automobile casualty insurance, principally to employees of telephone companies who are considered preferred risks. **Office**—Pedwood and Light Sts., Baltimore, Md. **Underwriter**—Eastman Dillon, Union Securities & Co., New York City (managing).

● Templeton, Damroth Corp.
March 30, 1961 filed $1,500,000 of 5½% convertible debentures, due 1969, with 120,000 shares of class A common stock (non-voting) and 12,000 shares of class B common (voting) stock, into which the debentures are convertible. Of the $1,500,000 of debentures, $1,260,000 are presently outstanding. **Price**—100% of the principal amount. **Business** — The management and distribution of shares of four investment companies, and also private investment counselling. **Proceeds**—To increase the sales efforts of subsidiaries, to establish a new finance company, and for general corporate purposes. **Office**—630 Third Avenue, New York City. **Underwriter**—Hecker & Co., Philadelphia is underwriting $445,000 of the debentures.

Terry Industries, Inc.
Feb. 28, 1961 filed 1,728,337 shares of common stock of which 557,333 shares are to be offered for the account of the issuing company and 1,171,004 shares, representing outstanding stock, are to be offered for the account of the present holders thereof. **Price**—For the company's shares, to be related to A.S.E. prices at time of the offering. For the stockholders' shares, the price will be supplied by amendment. **Business** — The company, formerly Sentry Corp., is primarily a general contractor for heavy construction projects. **Proceeds**—The proceeds of the first 12,000 shares will go to Netherlands Trading Co. The balance of the proceeds will be used to pay past due legal and accounting bills, to reduce current indebtedness, and for working capital. **Office**—11-11 34th Ave., Long Island City, L. I., N. Y. **Underwriter** — (For the company's shares only) Greenfield & Co., Inc., New York City.

● Terryphone Corp. (4/24-28)
Feb. 24, 1961 filed 200,000 shares of common stock (par 5 cents), of which 80,000 are to be offered for public sale by the company and 120,000 outstanding shares by the present holders thereof. **Price** — To be supplied by amendment. **Business** — The company manufactures, leases, sells and services a line of internal communications systems for use in business and industry. **Proceeds**—For working capital and expansion. **Office**—4409 Carlisle Pike, Camp Hill, Pa. **Underwriters**—Stroud & Co., Philadelphia, Pa., and Warren W. York & Co., Allentown, Pa. (managing).

Thompson-Starrett Co., Inc.
March 29, 1961 filed 1,000 outstanding shares of $0.70 cumulative convertible preferred stock (par $10) and 1,172,243 outstanding shares of common stock to be offered for public sale by the holders thereof. **Price**—At the market. **Business**—The design, engineering and construction of an office building and research laboratory; and the assembling and distribution of radios, television sets and electric organs. **Proceeds**—For the selling stock-

holders. **Office** — 745 Fifth Avenue, New York City. **Underwriter**—None.

Thrift Courts of America, Inc. (4/24-28)
Feb. 28, 1961 filed $800,000 of 10-year 8% convertible subordinated debentures, 100,000 shares of common stock and 50,000 warrants to purchase a like number of common shares, to be offered in units of $400 of debentures, 50 common shares, and 25 warrants. **Price** — $800 per unit. **Business** — The manufacture and sale of mobile homes, and the pre-construction of motel units. **Proceeds** —To repay bank loans, provide funds for the issuer's subsidiary, and add to working capital. **Office** — 1630 West Bristol St., Elkhart, Ind. **Underwriter** — Myron A. Lomasney & Co., New York City (managing).

Time Finance Corp.
Dec. 30, 1960 registered $1,000,000 of 6% convertible subordinated debentures due Jan. 1, 1976 and 150,000 underlying common shares. **Price**—At 100% of principal amount. The debentures will be convertible at prices ranging from $7.50 per share in January 1961 to $15 per share in January 1970. **Proceeds**—$96,560 to increase volume of accounts receivable financing; $24,145 to increase volume of direct industrial loans and dealer contracts; $24,145 to increase volume of small loans; and $700,000 for the reduction of notes payable. **Office**—Salt Lake City, Utah. **Underwriter—Whitney** & Co., Salt Lake City, Utah.

★ Toledo Plaza Limited Partnership
April 7, 1961 filed $522,500 of interests in the partnership to be offered for public sale in 209 units. **Price**—$2,500 per unit. **Business**—The partnership was organized under Maryland law in April 1961 to acquire, develop and operate the Toledo Plaza apartment project in Prince George County, Md., scheduled for occupancy in May, 1961. **Proceeds**—For the purchase of the above property. **Office**—1411 K St., N. W., Washington, D. C. **Underwriter**—Hodgdon & Co., Inc., Washington, D. C.

Tourist Industry Development Corp. Ltd.
March 29, 1961 filed $2,000,000 of 7% subordinated debenture stock due 1981, convertible into class B ordinary stock. **Price**—100% of principal amount. **Business**—The company was organized in 1957 for the purpose of financing tourist enterprises in Israel. **Proceeds**—To repay advances from the State of Israel and to make loans to various enterprises such as hotels, restaurants and transport industries. **Office**—Jerusalem, Israel. **Underwriter** —None.

Trans World Airlines, Inc.
March 30, 1961 filed $111,235,900 of 6½% subordinated income debentures, due 1978, with warrants, to be offered for subscription by stockholders on the basis of $100 principal amount of debentures for each 6 common shares held. **Price**—To be supplied by amendment. **Proceeds** — For repayment of debt and general corporate purposes. **Office** — 380 Madison Ave., New York City. **Underwriter**—None. Hughes Tool Co., which owns voting trust certificates representing 78.23% of the company's outstanding stock, has agreed to purchase enough of the unsubscribed for debentures, if any, to provide the company with at least $100,000,000. **Offering**—Expected in late May.

Transcontinental Gas Pipe Line Corp. (4/20)
March 13, 1961 filed $35,000,000 of first mortgage pipe line bonds, due 1981. **Price**—To be supplied by amendment. **Proceeds**—For the repayment of debt and for construction. **Office**—3100 Travis St., Houston, Tex. **Underwriters**—White, Weld & Co., and Stone & Webster Securities Corp., both of New York City.

Transcontinental Investment Co.
March 15, 1961 (letter of notification) 120,000 shares of common stock (par $1). **Price**—$2.50 per share. **Proceeds**—For advances to subsidiaries. **Office**—278 S. Main Street, Salt Lake City, Utah. **Underwriter**—Continental Securities Corp., 627 Continental Bank Building, Salt Lake City, Utah.

● Transistor Applications, Inc.
March 29, 1961 (letter of notification) 100,000 shares of no-par common stock. **Price**—$3 per share. **Business**—Manufacturers of transistorized test equipment and electronic medical equipment, and the development of advanced semi-conductor circuits and systems. **Proceeds**—For new product development, expansion of sales effort, and working capital. **Office**—103 Broad Street, Boston, Mass. **Underwriter**—First Weber Securities Corp., 79 Wall Street, New York City. **Offering** — Expected in early May.

★ Triangle Instrument Co.
March 30, 1961 (letter of notification) 100,000 shares of common stock (par one cent). **Price**—$3 per share. **Business** — The manufacture of precision instruments and components. **Proceeds**—For equipment, inventory, the repayment of debt, and working capital. **Office**—Oak Drive and Cedar Place, Syosset, L. I., N. Y. **Underwriter** —Armstrong & Co., Inc., New York City.

● Tronomatic Corp. (4/24-28)
Feb. 27, 1961 (letter of notification) 65,000 shares of common stock (par 10 cents). **Price**—$4 per share. **Business**—Manufacturers of various types of machines. **Proceeds** — For general corporate purposes. **Office** — 25 Bruckner Boulevard, Bronx, N. Y. **Underwriter**—Plymouth Securities Corp., New York, N. Y.

● United States Freight Co. (4/20-5/8)
March 15, 1961 filed $15,393,900 of convertible subordinated debentures, due April 1, 1981 to be offered for subscription by holders of its outstanding capital stock on the basis of $100 principal amount of debentures for each seven shares held. **Price**—To be supplied by amendment. **Business**—Furnishes freight transportation services. **Proceeds** — For new equipment, expansion and working capital. **Office**—711 Third Ave., New York City. **Underwriter** — Merrill Lynch, Pierce, Fenner & Smith Inc. (managing).

● U. S. Mtg. & Galvanizing Corp. (5/1-5)
Jan. 3, 1961 (letter of notification) 100,000 shares of common stock (par 10 cents). **Price**—$3 per share. **Proceeds** — To reduce current liabilities, sales promotion, purchase inventory, and for working capital. **Office**—5165 E. 11th Avenue, Hialeah, Fla. **Underwriter**—Armstrong Corp., 15 William St., New York, N. Y.

● U. S. Realty Investment Trust (5/24)
March 30, 1961 filed 386,975 shares of beneficial interest in the Trust. **Price**—$10 per share. **Business**—The ownership of diversified real estate properties. **Proceeds**—For investment. **Office**—720 Euclid Ave., Cleveland, O. **Underwriter** — Hornblower & Weeks, New York City (managing).

United States Steel Corp. (4/19)
March 28, 1961 filed $300,000,000 of sinking fund debentures, due 1986. **Proceeds**—For working capital and construction. **Offices**—71 Broadway, New York City, 51 Newark St., Hoboken, N. J., and 525 William Penn Place, Pittsburgh 30, Pa. **Underwriter**—Morgan Stanley & Co., New York City (managing).

★ United Variable Annuities Fund, Inc.
April 11, 1961 filed 2,500,000 shares of stock. **Price**—$10 per share. **Business**—A new mutual fund. **Proceeds**—For investment. **Office** — Kansas City, Mo. **Underwriter**—Waddell & Reed, Inc., Kansas City, Mo.

Universal Manufacturing Co.
Feb. 23, 1961 (letter of notification) 135,000 shares of common stock (par 10 cents) of which 35,000 shares are to be offered for the account of the company and 100,000 outstanding shares, stock, by the selling stockholders. **Price** — $2 per share. **Proceeds** — For working capital. **Office**—516 W. 4th Street, Winona, Minn. **Underwriter**—Naftalin & Co., Inc., Minneapolis, Minn.

Vagabond Motor Hotels, Inc.
Feb. 14, 1961 (letter of notification) 100,000 shares of common stock (no par). **Price**—$3 per share. **Proceeds** —To construct additional motor hotels, and for working capital. **Office**—3555 Fifth Avenue, Suite B, San Diego, Calif. **Underwriter**—Norman C. Roberts Co., San Diego, Calif.

● Vector Engineering, Inc.
March 3, 1961 (letter of notification) 50,000 shares of common stock (par 10 cents). **Price**—$6 per share. **Business** — Provides engineering and design services. **Proceeds** — For general corporate purposes. **Office** — 155 Washington Street, Newark, N. J. **Underwriter**—Omega Securities Corp., New York, N. Y. **Offering**—Expected in early May.

Versapak Film & Packaging Machinery Corp.
March 30, 1961 filed 150,000 shares of common stock and 150,000 five-year warrants, to be offered for public sale in units of one share of stock and one warrant. **Price**—$3.125 per unit. **Business**—The design, development and sale of versatile automatic equipment for packaging items in special heat-shrinkable film. **Proceeds**—To repay loans, for additional equipment and inventory; and for working capital. **Office**—928 Broadway, New York City. **Underwriters**—Hill, Thompson & Co. (managing); Hampstead Investing Corp., and Globus, Inc., all of New York City.

● Victoreen Instrument Co. (4/25)
March 16, 1961 filed 350,000 shares of common stock (par $1). **Price**—To be related to the current market price of outstanding shares at the time of offering. **Business**—The development and manufacture of various electronic and nuclear instruments and devices. **Proceeds** — For new equipment, inventories, modernization of existing properties and expansion. **Office**—5806 Hough Avenue, Cleveland, Ohio. **Underwriter**—Van Alstyne, Noel & Co., New York City (managing).

Visual Dynamics Corp.
Jan. 12, 1961 (letter of notification) 100,000 shares of common stock (par five cents). **Price**—$3 per share. **Business**—Manufacturers of an audio-visual device for educational and entertainment purposes. **Proceeds**—For general corporate purposes. **Office**—42 S. 15th Street, Suite 204, Philadelphia, Pa. **Underwriter**—Best & Garey Co., Inc., 2520 L St., N. W., Washington, D. C.

Vitamix Pharmaceutical, Inc. (4/17-21)
March 3, 1961 filed 100,000 shares of common stock. **Price** —To be supplied by amendment. **Business**—The issuer compounds, makes, packages and sells ethical and proprietary drugs and vitamins throughout the country. **Proceeds**—For working capital. **Office**—50 51 Lancaster Ave., Philadelphia, Pa. **Underwriter**—Bache & Co., New York City (managing).

Waldorf Auto Leasing, Inc.
March 23, 1961 (letter of notification) 100,000 shares of common stock (par 10 cents). **Price**—$3 per share. **Business**—The rental of automobiles. **Proceeds**—For purchase of automobiles, advertising and sales promotion, and working capital. **Office**—1712 E. 9th Street, Brooklyn 23, N. Y. **Underwriters**—Martinelli & Co., Inc.; First Atlantic Securities Co. and V. K. Osborne & Sons, Inc., all of New York City. **Offering**—Expected in late May.

★ Walter Sign Corp.
March 30, 1961 (letter of notification) 100,000 shares of common stock (par one cent). **Price**—$3 per share. **Business** — The manufacture and installation of highway signs. **Proceeds**—For the reduction of debt, sales promotion, inventory and reserves. **Office**—4700 76th St., Elmhurst, L. I., N. Y. **Underwriter**—Amber, Burstein & Co., 40 Exchange Place, New York 5, N. Y.

Waltham Watch Co.
March 9, 1961 refiled 100,000 shares of common stock (par $2.50) and $600,000 of 16-year convertible bonds (convertible into common at $6 per share), to be sold initially to stockholders in units of 25 shares of stock and $150 of debentures. **Price**—For the stock: about $8 per share; for the debentures: at par. **Business** — The importing, assembling, manufacturing and selling of watches and jewelry. **Proceeds** — For working capital. **Office**—231 South Jefferson St., Chicago, Ill. **Underwriter**—P. J. Gruber & Co., Inc., New York City (managing). **Offering**—Expected in late April to early May.

Warner Brothers Co.
March 29, 1961 filed 200,000 shares of common stock. **Price**—To be supplied by amendment. **Business**—The manufacture and sale of women's foundation garments, men's and women's shirts, sleepwear and paperboard packaging. **Proceeds**—To repay loans incurred for recent acquisitions. **Office**—325 Lafayette St., Bridgeport, Conn. **Underwriter**—Lehman Brothers, New York City (managing). **Offering**—Expected in mid-May.

Washington Gas Light Co. (5/3)
March 29, 1961 filed $15,000,000 of refunding mortgage bonds, due 1986. **Proceeds**—To repay debt and for construction. **Office**—1100 H Street, N. W., Washington 5, D. C. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Equitable Securities Corp.; First Boston Corp.; Eastman Dillon, Union Securities & Co.; Kidder, Peabody & Co., and Merrill Lynch, Pierce, Fenner & Smith Inc., and Stone & Webster Securities Corp. (jointly). **Bids**—To be received in room 1106, 1100 H Street, N. W., Washington, D. C., on May 3 at 11 a.m. (DST).

Washington Natural Gas Co. (5/1-22)
March 30, 1961 filed 118,384 shares of common stock and warrants to purchase 3,500 shares. The company plans to offer 114,884 shares for subscription by common stockholders on the basis of one new share for each 10 shares held of record May 1, with rights to expire May 22. **Price**—To be supplied by amendment. **Business**—The distribution of natural gas at retail in the Puget Sound area of Washington state. **Proceeds**—For the repayment of bank loans and for construction. **Office**—1507 Fourth Avenue, Seattle, Wash. **Underwriters**—Dean Witter & Co., San Francisco; Blyth & Co., Inc., and Merrill Lynch, Pierce, Fenner & Smith Inc., both of New York City.

● Washington Real Estate Investment Trust
March 31, 1961 filed 600,000 shares of beneficial interest in the Trust. **Price**—$5 per share. **Business**—For investment in income producing real estate in the metropolitan Washington, D. C. area. **Proceeds**—For investment. **Office**—919 18th St., N. W., Washington, D. C. **Underwriters** — Ferris & Co., Washington, D. C. (managing). **Offering**—Expected in late June.

Wayne-George Corp. (5/15-19)
March 22, 1961 filed 80,000 shares of common stock (no par), of which 60,000 shares are to be offered for public sale by the company and 20,000 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business** — The design, development and manufacture of digital transducers. **Proceeds**—For repayment of debt, new equipment, research and development, and working capital. **Office**—588 Commonwealth Ave., Boston, Mass. **Underwriter**—Hayden, Stone & Co., New York City.

Webster Publishing Co., Inc.
March 13, 1961 filed 131,960 shares of common stock, of which 80,000 shares are to be offered for public sale by the company and 51,960 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business**—Publishes textbooks for elementary and high school students. **Proceeds** — To develop program materials designed for use in teaching machines and in other formats, and for working capital. **Office**—1154 Reco Ave., St. Louis, Mo. **Underwriter**—Newhard, Cook & Co., St. Louis (managing).

Welch Scientific Co.
March 20, 1961 filed 545,000 shares of common stock (par $1), of which 176,000 are to be offered for public sale by the company and 369,000 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business** — The manufacture and sale of scientific instruments, laboratory apparatus and supplies. **Proceeds** — For working capital. **Office** — 1515 North Sedgwick Street, Chicago, Ill. **Underwriter**—Hornblower & Weeks, New York City (managing). **Offering**—Expected in mid-May.

Western Factors, Inc.
June 29, 1960 filed 700,000 shares of common stock. **Price** —$1.50 per share. **Proceeds**—To be used principally for the purchase of additional accounts receivable and also may be used to liquidate current and long-term liabilities. **Office** — 1201 Continental Bank Bldg., Salt Lake City, Utah. **Business**—Factoring. **Underwriter**—Elmer K. Aagaard, Newhouse Bldg., Salt Lake City, Utah.

Western Growth Corp.
March 17, 1961 filed 202,107 shares of class A common stock (par 10 cents), of which 150,000 shares are to be offered for public sale by the company in units of 10 shares each; and 52,107 outstanding shares by selling stockholders after trading commences. **Price**—For the company's stock: $100 per unit. For the selling stockholder: At-the-Market. **Business**—The development of property in California for single-family homes, the investment in notes or contracts secured by single-family homes, and other phases of the real estate business. **Proceeds**—For ordinary expenses, repayment of loans and working capital. **Office**—636 North La Brea Ave., Los Angeles, Calif. **Underwriter**—Reese, Scheftel & Co., Inc., New York City. **Offering**—Expected in late May.

● Western Land Trust Fund
March 30, 1961 filed 200,000 shares of beneficial interest in the Fund. **Price** — $10 per share. **Business** — A closed-end real estate investment trust. **Proceeds**—For

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investment. **Office**—1031 First Western Bldg., Oakland, Calif. **Underwriter**—To be named.

Western Reserve Life Assurance Co. of Ohio
March 1, 1961 filed 120,000 shares of common stock to be offered for subscription by stockholders on the basis of three new shares for each five shares held. Stockholders are to vote at the annual meeting in April on increasing the authorized stock to provide for the offering. **Business**—The company issues and sells life insurance policies in the State of Ohio. **Proceeds**—For expansion. **Office**—1 Union Commerce Annex, Cleveland 14, Ohio. **Underwriters** — McDonald & Co. and Ball, Burge & Kraus, Cleveland.

Willer Color Television System, Inc.
Jan. 29, 1961 (letter of notification) 80,890 shares of common stock (par $1). **Price**—$3 per share. **Proceeds**—For general corporate purposes. **Office**—151 Odell Avenue, Yonkers, N. Y. **Underwriter**—Equity Securities Co., 39 Broadway, New York City. **Offering**—Indefinite.

Williamhouse, Inc.
March 27, 1961 filed 106,000 shares of common stock. **Price** — $6 per share. **Business** — The manufacture and sale of paper products including envelopes, announcements and advertising materials. **Proceeds**—To repay debt and for working capital. **Office**—185 Kent Avenue, Brooklyn, N. Y. **Underwriter**—Robert L. Ferman & Co., Miami, Fla.

Wilshire Insurance Co.
Feb. 17, 1961 filed 313,000 shares of common stock, of which 187,000 will be offered for subscription to stockholders on a share for share basis and the remaining 126,000 shares, together with any of the 187,000 shares not purchased by stockholders, to be offered publicly. **Price**—$5 per share to stockholders and $5.50 per share to the public. **Business**—The writing of workmen's compensation, common carrier liability and automobile (physical damage) insurance. **Proceeds** — To increase capital funds to provide for the writing of additional policies in all lines of its business and to expand its coverage into other classes of insurance. **Office**—5413 West Washington Boulevard, Los Angeles, Calif. **Underwriter** —None.

★ **Winn (C. R.) Drilling Contractor**
March 20, 1961 (letter of notification) 16 units. **Price** —$12,000 per unit. **Proceeds**—To acquire oil leases and drill for wells. **Address**—Salem, Mass. **Underwriter**—None.

● **Winston-Muss Corp. (4/18)**
Jan. 30, 1961 filed $9,000,000 of convertible subordinated debentures due 1981 and 400,000 shares of common stock to be offered for public sale in units consisting of $22.50 principal amount of debentures and one share of common stock. **Price**—To be supplied by amendment. **Business**—The company was organized under Delaware law in January 1961 to engage in the conception, planning and execution of large scale property development and construction projects throughout the U. S. **Proceeds**—For the acquisition and development of real estate properties. **Office**—22 West 48th St., New York City. **Underwriter**—Lee Higginson Corp., New York City (managing).

● **Winter Park Telephone Co.**
Feb. 13, 1961 filed 33,638 shares of common stock, being offered to the holders of the outstanding common on the basis of one new share for each three shares held, of record March 15, with rights to expire April 25, with the unsubscribed stock to be publicly offered by the company. **Price**—$38 per share. **Proceeds**—For plant and equipment, with the balance for general corporate purposes. **Office**—132 East New England Avenue, Winter Park, Fla. **Underwriter**—None. **Note**—This statement was effective March 29.

Wolf Corp. (4/17-21)
Feb. 15, 1961 filed 30,000 shares of class A stock. **Price** —$10 per share. **Business**—The company was organized under Delaware law in January 1961 and proposes to engage in the construction, investment and operation of real estate properties. **Proceeds**—For investment and working capital. **Office** — 10 East 40th St., New York City. **Underwriter**—None.

Wonderbowl, Inc.
Feb. 6, 1961 (letter of notification) 150,000 shares of common stock. **Price**—At par ($2 per share). **Proceeds** —To discharge a contract payable, accounts payable, and notes payable and the balance for working capital. **Office** —7805 Sunset Blvd., Los Angeles, Calif. **Underwriter**—Standard Securities Corp., Los Angeles, Calif.

● **Work Wear Corp.**
March 31, 1961 filed 310,604 shares of common stock (par $1), of which 141,925 shares are to be offered for public sale by the company and 168,679 outstanding shares by the present holders thereof. **Price**—To be supplied by amendment. **Business** — The manufacture and sale of work clothing, and industrial laundering and garment rental. **Proceeds**—For the repayment of debt and working capital. **Office**—1768 East 25th St., Cleveland, O. **Underwriter** — Hornblower & Weeks, New York City (managing). **Offering**—Expected in late May.

● **Wrather Corp.**
March 29, 1961 filed 350,000 shares of common stock (no par). **Price**—To be supplied by amendment. **Business**—The company manufactures and sells Stephens power and sail boats, and various marine and sporting goods manufactured by others. It also plans to acquire the stock of Muzak Corp., Wrather Hotels, Inc., Wrather Realty Corp., Stephens Marine, Inc., and various television film properties. **Proceeds** — For construction, repayment of debt and working capital. **Office** — 270 North Canon Drive., Beverly Hills, Calif. **Underwriter**—Lee Higginson Corp., New York City (managing). **Offering**—Expected in late May to early June.

Yuscaran Mining Co.
May 6, 1960 filed 1,000,000 shares of com. stock. **Price**—$1 per share. **Proceeds**—It is expected that some $100,000 will be used to purchase and install a mill for the processing of ore; $60,000 for rails, ties, rail cars and related equipment; $10,000 for rebuilding roads; $30,000 for transportation equipment; and $655,000 for working capital. **Office**—6815 Tordera St., Coral Gables, Fla. **Underwriter**—None. **Note**—The SEC has challenged the accuracy and adequacy of this statement. On Jan. 5, 1961, the company reported that it is negotiating a merger with another company and that financing plans have been indefinitely postponed.

Prospective Offerings

A. T. U. Productions, Inc.
March 15, 1961, it was reported that this company plans a "Reg. A" filing covering 100,000 shares of common stock (par 10 cents). **Price**—$3 per share. **Proceeds**—To finance production of TV films. **Office** — 130 W. 57th Street, New York City. **Underwriter**—Marshall Co., 40 Exchange Place, New York City. **Registration**—Expected in May.

★ **Acoustica Associates, Inc.**
April 11, 1961, it was stated that this company is seeking to acquire other firms with compatible product lines and that equity financing may be needed to finance current expansion program. **Business** — The company manufactures ultrasonic cleaning systems for missile equipment, hospital surgical instruments and the metals industry. It also makes fluorescent lighting fixtures and a product for gauging the level of liquids. **Office**—First National Bldg., Birmingham, Ala. **Underwriter**—Lehman Brothers, New York City.

Alamo Gas Supply Co.
Jan. 24, 1961 it was reported that this company is negotiating for the sale of about $18,000,000 to $20,000,000 of bonds. **Proceeds**—For expansion of facilities. **Office**—San Antonio, Tex. **Underwriters** — White, Weld & Co., New York City and Underwood, Neuhaus & Co., Inc., Houston, Tex.

★ **American Export Lines, Inc.**
April 11, 1961 it was stated in the 1960 annual report that the company plans to sell about $17,250,000 of FMA insured mortgage bonds to cover 75% of the cost of four new vessels now under construction. **Business**—The company operates passenger and cargo vessels between New York City and the Great Lakes to the Mediterranean and Red Sea Ports, India and Burma. **Office**—39 Broadway, New York City.

American Playlands Corp.
Dec. 21, 1960 it was reported that this company plans to refile a registration statement covering 300,000 shares of common stock. This will be a full filing. **Business**—The company intends to operate an amusement and recreation park on 196 acres of land near Liberty, N. Y. **Proceeds**—For development of the land. **Office**—55 South Main St., Liberty, N. Y. **Underwriter**— M. W. Janis & Co., Inc., New York City.

American Telephone & Telegraph Co. (6/6)
March 15, 1961, the company announced plans to issue $250,000,000 of debenture bonds. **Proceeds**—For refunding a like amount of 5⅜% debentures due Nov. 1, 1986, on or about July 10. **Office**—195 Broadway, New York 7, N. Y. **Underwriters**—To be determined by competitive bidding. Probable bidders: Morgan Stanley & Co.; Halsey, Stuart & Co.; First Boston Corp. **Bids**—To be received at the office of the company on June 6.

Appalachian Power Co.
Feb. 1, 1961 it was reported that this subsidiary of American Electric Power Co., Inc., plans to sell $35,000,000 to $40,000,000 of bonds late in 1961 or early in 1962. **Office**—2 Broadway, New York City. **Underwriters** —To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co., Inc.; First Boston Corp.; Harriman Ripley & Co., Inc.; Kuhn, Loeb & Co. and Eastman Dillon, Union Securities & Co. (jointly).

Approved Finance Inc.
Nov. 11, 1960 it was reported by Paul O. Sebastian, Vice-President-Treasurer, that the company is considering a rights offering to stockholders of additional common stock via a Regulation "A" filing, possibly to occur in mid-1961. **Office**—39 E. Chestnut St., Columbus, Ohio **Underwriter**—Vercoe & Co., Columbus, Ohio.

● **Arizona Public Service Co.**
Feb. 8, 1961 it was reported that this company plans to issue about $38,000,000 of bonds in May and some preferred or common stocks in the fourth quarter. The company expects to spend about $320,000,000 on construction in the period 1961 to 1965 of which some $230,000,000 will come from outside sources. **Office**—501 South Third Ave., Phoenix, Ariz. **Underwriters**—To be determined. The last sale of bonds was made privately on March 26, 1959 through Blyth & Co., Inc., and The First Boston Corp. The last sale of preferred stock on June 18, 1958 and the last sale of common (to stockholders on May 24, 1959) was also handled by Blyth & Co. and The First Boston Corp.

Baltimore Gas & Electric Co.
Feb. 21, 1961, F. E. Rugemer, Treasurer, stated that the company is considering the issuance of $15,000,000 to $20,000,000 of non-convertible debentures or preferred stock in the second quarter of 1961 and about $20,000,000 of bonds in late 1961 or early 1962. **Office**—Lexington and Liberty Streets, Baltimore 3, Md. **Underwriters** — (Bonds) To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; White, Weld & Co. and First Boston Corp. (jointly); Harriman Ripley & Co., Inc. and Alex. Brown & Sons (jointly). The last sale of debentures was made to stockholders on May 8, 1959 through subscription rights and was underwritten by First Boston Corp., and associates. The last sale of preferred stock on Aug. 13, 1940 was handled by White, Weld & Co., and associates.

Brooklyn Union Gas Co. (6/8)
March 3, 1961 it was reported that this company plans to sell about $20,000,000 of mortgage bonds. **Office**—176 Remsen St., Brooklyn 1, N. Y. **Underwriter**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp., and Harriman Ripley & Co., Inc. (jointly); Merrill Lynch, Pierce, Fenner & Smith Inc.; White, Weld & Co.; Blyth & Co., Inc., and F. S. Moseley & Co. (jointly). **Bids**—To be received on June 8.

Caldor, Inc.
March 15, 1961 it was reported that a full filing will be made soon covering an undisclosed number of common shares. **Price**—$5 per share. **Business**—Operates a chain of discount stores in Northern Westchester and Connecticut. **Office**—Riverside, Conn. **Underwriter**—Ira Haupt & Co., New York City (managing).

California Electric Power Co.
Jan. 18, 1961 it was reported that this company's plans to offer $8,000,000 of bonds will be governed more by the conditions of the money market than by the company's early need for long-term financing. With its 1961 construction program tentatively scheduled at $20,000,000, the company can wait at least until fall before it needs financing. **Proceeds** — For construction. **Office**—2885 Foothill Boulevard, San Bernardino, Calif. **Underwriters**—To be determined by competitive bidding. Probable bidders: Kidder, Peabody & Co.; Halsey, Stuart & Co. Inc.; First Boston Corp.; Merrill Lynch, Pierce, Fenner & Smith Inc.

● **Canandaigua Enterprises, Inc.**
March 22, 1961 it was reported that this company plans to sell publicly about 40,000 units, each unit to consist of one 7% debenture, 6 common shares and three warrants. **Underwriter**—S. D. Fuller & Co., New York City (managing). **Registration**—Expected in mid-April.

Carbonic Equipment Corp.
Dec. 8, 1960 it was reported that a full filing of about $300,000 of units, consisting of common stock, bonds and warrants will be made. **Proceeds**—For expansion of the business. **Office**—97-02 Jamaica Ave., Woodhaven, N. Y. **Underwriter**—R. F. Dowd & Co., Inc.

Casavan Industries
March 29, 1961 it was reported that this company plans to file a registration soon covering 415,000 shares of common stock. **Business**—The company makes polystyrene and polyurethane for insulation, and processes marble for construction. **Proceeds**—For expansion. **Office**—250 Vreeland Ave., Paterson, N. J. **Underwriter**—Amos Treat & Co., New York City.

Caxton House Corp.
Jan. 24, 1960 it was reported that a full filing of this company's stock, constituting its first public offering, will be made. **Price**—Approximately $3 per share. **Business**—Book publishing. **Office**—9 Rockefeller Plaza, New York City. **Underwriter**—To be named.

Central Hudson Gas & Electric Co.
March 14, 1961 it was reported that the company plans to sell $6,000,000 of preferred stock possibly in the second quarter. **Proceeds** — For expansion. **Office** — South Road, Poughkeepsie, N. Y. **Underwriter**—To be named. The last public sale of preferred in April 1949 was made through Kidder, Peabody & Co., and Estabrook & Co. (jointly).

Central Louisiana Electric Co., Inc.
Feb. 21, 1961 it was reported that the company is considering the issuance of $6,000,000 of bonds or debentures in the latter part of 1961. **Office** — 415 Main St., Pineville, La. **Underwriters**—To be named. The last issue of bonds on April 21, 1959 was bid on by Kidder, Peabody & Co. and Rauscher, Pierce & Co., Inc. (jointly); Salomon Bros. & Hutzler, and Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly); Halsey, Stuart & Co., Inc.; White, Weld & Co.

Chicago, Burlington & Quincy RR. (5/4)
April 4, 1961 it was reported that this road plans to sell $4,800,000 of equipment trust certificates. **Offices**—547 W. Jackson Blvd., Chicago, Ill., and 39 Broadway, New York City. **Underwriters**—To be determined by competitive bidding. Probable bidders: Salomon Bros. & Hutzler and Halsey, Stuart & Co. Inc. **Bids**—To be received on or about May 4.

Colorado Interstate Gas Co.
Oct. 17, 1960 it was reported by Mr. A. N. Porter of the company's treasury department that the company is awaiting a hearing before the full FPC with reference to approval of its application for expansion of its system, which will require about $70,000,000 of debt financing which is expected in the latter part of 1961. **Proceeds**—For expansion. **Office**—P. O. Box 1087, Colorado Springs, Colo.

• Columbia Gas System, Inc. (6/1)
March 8, 1961 it was reported that this company plans to sell $30,000,000 of debentures in June and is considering the sale of either $20,000,000 of debentures or $25,000,000 of common stock in the fall. **Office** — 120 East 41st Street, New York 17, N. Y. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Morgan Stanley & Co.; Merrill Lynch, Pierce, Fenner & Smith Inc., and White, Weld & Co. (jointly). **Bids**—To be received at the company's office on June 1. **Registration**—The $30,000,000 of debentures will be registered with the SEC about April 21.

Columbus & Southern Ohio Electric Co.
March 13, 1961 it was reported the company will sell about $10,000,000 additional common stock in late 1961. **Proceeds**—For expansion purposes. **Office**—215 N. Front St., Columbus 15, Ohio. **Underwriter**—Dillon, Read & Co

Commonwealth Edison Co.
Jan. 10, 1961 it was reported that this company plans to sell $30,000,000 of bonds in the second quarter of 1961. **Office**—72 W. Adams Street, Chicago, Ill. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; Kidder, Peabody & Co.; White, Weld & Co.; Blyth & Co., Inc.; Merrill Lynch, Pierce, Fenner & Smith, Inc.

Community Public Service Co. (6/7)
Feb. 6, 1961 it was reported that this company plans to sell $5,000,000 of first mortgage bonds. **Office**—408 W. 7th Street, Fort Worth 2, Texas. **Underwriters** — To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Stone & Webster Securities Corp.; Paine, Webber, Jackson & Curtis; First Southwest Co.; Kidder, Peabody & Co. and White, Weld & Co. (jointly). **Bids**—To be received on June 7. **Information Meeting** — Scheduled for June 5 in the forenoon at 90 Broad St., New York City.

Consolidated Edison Co. of New York, Inc. (6/20)
March 22, 1961 it was reported that this company plans to sell $50,000,000 of 30-year first mortgage bonds. **Office**—4 Irving Place, New York City. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; Morgan Stanley & Co. **Bids**—To be received at the company's office on June 20 at 11 a.m. **Information Meeting**—Scheduled for June 13 at 10 a.m.

Consolidated Natural Gas Co. (5/24)
April 4, 1961 it was reported that this company plans to sell $40,000,000 of 25-year debentures. **Business**—A holding company for six operating concerns engaged in the natural gas business. **Proceeds**—For construction. **Office**—30 Rockefeller Plaza, New York 20, N. Y. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Morgan Stanley & Co., and First Boston Corp. (jointly); White, Weld & Co., and Paine, Webber, Jackson & Curtis (jointly). **Bids**—To be received on May 24 at 11:30 a.m. (DST). **Information Meeting**—Scheduled for May 19 at 10:30 a.m. (DST) in the Bankers Club, 120 Broadway, New York City.

Consumers Power Co.
Feb. 15, 1961 it was reported that this company may sell $20,000,000 of preferred and $30,000,000 of bonds about mid-year. **Office**—212 West Michigan Ave., Jackson, Mich. **Underwriter**—(Bonds) To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; White, Weld & Co. and Shields & Co. (jointly); Harriman Ripley & Co., and First Boston Corp. (jointly); Morgan Stanley & Co. The last sale of preferred stock, on July 21, 1955, was handled by Morgan Stanley & Co.

Continental Vending Machine Corp.
Feb. 21, 1961 it was reported that the company is negotiating for the sale of $5,000,000 of convertible debentures. On March 8, the company's name was changed from Continental Industries, Inc. **Business**—The company manufactures and operates automatic vending machines dispensing cigarettes, coffee, cold drinks and food. **Office**—958 Brush Hollow Road, Westbury, L. I., N. Y. **Underwriter**—It was stated that exploratory discussions have been held with Shields & Co., New York City.

Dallas Power & Light Co.
Sept. 14, 1960 it was stated by the company's president that there may possibly be some new financing during 1961, with no indication as to type and amount. **Office**—1506 Commerce Street, Dallas, Texas. **Underwriter**—To be determined by competitive bidding. Probable bidders: To be named.

Delaware Power & Light Co.
Feb. 7, 1961 it was reported that the company has postponed until early 1962 its plan to issue additional common stock. The offering would be made to common stockholders first on the basis of one share for each 10 shares held. Based on the number of shares outstanding on Sept. 30, 1960, the sale would involve about 418,536 shares valued at about $14,600,000. The last offering of common to stockholders in June, 1956, consisted of 232,520 shares offered at $35 a share to holders of record June 6, on the basis of one share for each eight shares held. **Proceeds**—For construction. **Office**—600 Market Street, Wilmington, Del. **Underwriter**—To be determined by competitive bidding. Probable bidders: Carl M. Loeb, Rhoades & Co., New York; W. C. Langley & Co., and Union Securities Co. (jointly); Lehman Brothers; First Boston Corp.; White, Weld & Co., and Shields & Co. (jointly); Kidder, Peabody & Co., and Merrill Lynch, Pierce, Fenner & Smith Inc. (jointly).

Diversified Automated Sales Corp.
Nov. 16, 1960 it was reported by Frazier N. James, President, that a "substantial" issue of common stock, constituting the firm's first public offering, is under discussion. **Business** — The company makes a film and flashbulb vending machine called DASCO, which will sell as many as 18 products of various sizes and prices, and will also accept exposed film for processing. **Office**—223 8th Ave., South, Nashville, Tenn. **Underwriter**—Negotiations are in progress with several major underwriters.

Dynamic Center Engineering Co., Inc.
Oct. 3, 1960 it was reported that the company plans a full filing of its $1 par common stock. **Proceeds**—To promote the sale of new products, purchase new equipment, and for working capital. **Office** — Norcross, Ga. **Underwriter**—To be named.

Edo Corp.
March 21, 1961 it was reported that this company plans the issuance and sale of $2,000,000 of bonds. **Business**—The manufacturer of electronic equipment, particularly marine, airborne and underwater devices. **Proceeds**—For expansion. **Office**—1404 111 Street, College Point, N. Y. **Underwriter**—To be named.

Empire Fund, Inc.
March 8, 1961 it was reported that the Federal Internal Revenue Service had granted this fund's application for approval of a tax free exchange of shares for Corporate Securities. It is expected that a registration statement covering this "centennial-type" fund will be filed with the SEC shortly. **Office**—Pittsburgh, Pa.

Epoderm Inc.
Jan. 27, 1961 it was reported that the company plans its first public offering of 40,000 shares of common stock. **Price** — $10 per share. **Business** — The manufacture of drugs. **Proceeds**—The research and synthesis of certain hormones that may be helpful in revitalizing dormant hair growth. **Office**—New Jersey. **Underwriter**—M. H. Meyerson & Co., Ltd., 15 William St., New York City (managing).

Exploit Films, Inc.
March 8, 1961 it was reported that this company plans a full filing covering 100,000 common shares. **Price**—$5 per share. **Proceeds**—For the production of TV and motion picture films, the reduction of indebtedness, and for working capital. **Office**—619 W. 54th Street, New York City. **Underwriter**—McClane & Co., Inc., 26 Broadway, New York City (managing). **Registration**—Expected on or about April 1. **Offering**—Expected in late May.

Fawcett Publications, Inc.
Jan. 20, 1961 it was reported that this family-owned publishing business is contemplating its first public offering. **Office**—Greenwich, Conn. **Underwriter**—To be named.

First Continental Real Estate Trust
Jan. 6, 1961 it was reported that this company plans to file, at some future date, an SEC registration statement covering 1,500,000 trust shares to be offered for public sale. **Business**—General real estate. **Proceeds**—For general corporate purposes. **Office**—105 West Adams Street, Chicago 3, Ill.

First National Bank of Toms River (N. J.)
March 22, 1961 it was reported that stockholders voted on this date to increase the authorized stock to provide for payment of a 66⅔% stock dividend and sale of 20,000 new shares of common (par $5) to stockholders on the basis of one new share for each 20 shares held of record July 17, with rights to expire Aug. 17. **Price**—About $22 per share. **Proceeds**—To increase capital. **Office**—Toms River, N. J. **Underwriter**—None.

Florida Power & Light Co.
Oct. 24, 1960 it was reported that an undetermined amount of bonds may be offered in the Spring of 1961. **Office**—25 S. E. 2nd Ave., Miami, Fla. **Underwriter**—To be determined by competitive bidding. Probable bidders: Merrill Lynch, Pierce, Fenner & Smith Inc. and Kidder, Peabody & Co. (jointly); Halsey, Stuart & Co Inc.; White, Weld & Co.; First Boston Corp.; Blyth & Co., Inc.

Gas Service Co.
March 22, 1961 it was reported that stockholders are to vote April 18 on authorizing a new issue of 150,000 shares of preferred stock (par $100). The company is considering the sale of between $5,000,000 to $7,500,000 of preferred and may issue some bonds at the same time. **Office** — 700 Scarritt Bldg., Kansas City, Mo. **Underwriters**—To be named. The company has never issued preferred stock, but the last sale of common on April 19, 1954 was handled by Kuhn, Loeb & Co., Eastman Dillon, Union Securities & Co., Reynolds & Co., and Allen & Co. The last sale of bonds on July 6, 1958 was made privately through Eastman Dillon, Union Securities & Co., New York City and Stern Brothers & Co., Kansas City, Mo. **Offering**—Expected in late 1961.

General Public Utilities Corp.
March 14, 1961 it was stated in the company's 1960 annual report that the utility expects to sell additional common stock to stockholders in 1962 through subscription rights on the basis of one share for each 20 shares held. Based on the 22,838,454 common shares outstanding on Dec. 31, 1960, the offering will involve a minimum of 1,141,922 additional shares. **Office**—67 Broad St., New York 4, N. Y. **Underwriter**—None.

General Resistance, Inc.
Sept. 19, 1960 it was reported that the company will file a letter of notification, comprising its first public offering. **Office**—577 East 156th Street, Bronx, N. Y.

General Telephone Co. of California
Feb. 1, 1961 it was reported that this subsidiary of General Telephone & Electronics Corp. plans to sell about $20,000,000 of bonds in the first half of 1961. **Office**—2020 Santa Monica Blvd., Santa Monica, Calif. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp. and Equitable Securities Corp. (jointly); White, Weld & Co. and Kidder, Peabody & Co. (jointly); Paine, Webber, Jackson & Curtis, and Stone & Webster Securities Corp.

General Telephone Co. of Florida
Feb. 8, 1961 it was reported that this subsidiary of General Telephone & Electronics Corp., expects to offer about $15,000,000 of bonds in November. **Office** — 610 Morgan St., Tampa, Fla. **Underwriters**—Stone & Webster Securities Corp., and Paine, Webber, Jackson & Curtis, both of New York City.

General Telephone & Electronics Corp.
March 28, 1961 it was reported that stockholders are to vote April 19 on authorizing the company to issue up to $100,000,000 of convertible debentures. A spokesman stated that no financing is planned at present, but that the debentures will be available if needed at some future time. **Office**—730 Third Avenue, New York 17, N. Y. **Underwriter**—To be named. The last issue of debentures on May 16, 1957 was offered for subscription by common stockholders and was underwritten by Paine, Webber, Jackson & Curtis, New York City, and associates.

Georgia Bonded Fibers, Inc.
Sept. 14, 1960 it was reported that registration of 150,000 shares of common stock is expected. **Offices**—Newark, N. J., and Buena Vista, Va. **Underwriter**—Sandkuhl and Company, Newark, N. J., and New York City.

Georgia Power Co. (10/18)
Dec. 29, 1960 this subsidiary of the Southern Co., applied to the Georgia Public Service Commission for permission to issue $15,500,000 of 30-year first mortgage bonds, and $8,000,000 of new preferred stock. **Proceeds**—For construction, plant modernization or refunding of outstanding debt. **Office**—Electric Bldg., Atlanta 3, Ga. **Underwriters** — To be determined by competitive bidding. Previous bidders for bonds included Harriman Ripley & Co., Inc.; Lehman Brothers; Blyth & Co., Inc., Kidder, Peabody & Co., and Shields & Co. (jointly); First Boston Corp.; Morgan Stanley & Co.; Halsey, Stuart & Co. Inc.; Equitable Securities Corp., Eastman Dillon, Union Securities & Co. (jointly). Previous bidders for preferred were First Boston Corp., Lehman Brothers, Morgan Stanley & Co.; Eastman Dillon, Union Securities & Co.; and Equitable Securities Corp. **Bids**—Expected to be received on Oct. 18.

• Gluckin (Wm.) & Co., Inc.
April 12, 1961 it was reported that this subsidiary of Essex-Universal Corp., is negotiating with several underwriters for the sale of securities, the type and amount of which is to be determined. **Business**—Manufactures and sells women's foundation garments. **Underwriter**—To be named.

Gulf Power Co. (12/7)
Jan. 4, 1960 it was reported that this subsidiary of The Southern Co., plans to sell $5,000,000 of 30-year bonds. **Office**—75 North Pace Blvd., Pensacola, Fla. **Underwriter**—To be determined by competitive bidding. Previous bidders included Halsey, Stuart & Co. Inc.; Merrill Lynch, Pierce, Fenner & Smith Inc.; Salomon Bros. & Hutzler and Drexel & Co. (jointly); Equitable Securities Corp.; Kidder, Peabody & Co. and White, Weld & Co. (jointly). **Bids**—Expected to be received on Dec. 7, 1961.

Hardeman (Paul), Inc.
April 4, 1961 it was reported that this company plans to sell about 350,000 shares of common stock. **Business**—Electronics. **Office**—Los Angeles, Calif. **Underwriter**—Michael G. Kletz & Co., New York City.

Hawaiian Telephone Co.
March 8, 1961 it was reported that this company plans to sell about $5,000,000 of common stock to stockholders through subscription rights later this year. **Office**—1130 Alakea Street, Honolulu 13, Hawaii. **Underwriter**—None.

Houston Fearless Corp.
Feb. 27, 1961, Barry J. Shillito, President, stated that the company plans to expand its Western Surgical and Westlab divisions into a new national medical and hospital supply concern. He added that 80% of the new firm's stock would be retained by Houston and the remaining 20% sold to the public. **Office** — 11801 W. Olympic Blvd., Los Angeles 64, Calif.

Houston Lighting & Power Co.
Oct. 17, 1960 Mr. T. H. Wharton, President, stated that between $25-$35 million dollars is expected to be raised publicly sometime in 1961, probably in the form of preferred and debt securities, with the precise timing depending on market conditions. **Proceeds**—For construction and repayment of bank loans. **Office** — Electric Building, Houston, Texas. **Underwriter** — Previous financing was headed by Lehman Brothers, Eastman Dillon, Union Securities & Co. and Salomon Bros. & Hutzler.

Idaho Power Co.
Jan. 10, 1961 it was reported that this company plans to sell $10,000,000 of bonds and about $5,000,000 of common in the third quarter of 1961. **Proceeds**—To repay loans and for construction. **Underwriters**—To be determined by competitive bidding. Probable bidders on the bonds: Halsey, Stuart & Co. Inc.; Blyth & Co., Inc.; Lazard Freres & Co., and First Boston Corp. (jointly); Merrill Lynch, Pierce, Fenner & Smith Inc.; Kidder, Peabody & Co., and White, Weld & Co. (jointly); Salomon Bros. & Hutzler, and Eastman Dillon, Union Securities & Co. (jointly); Equitable Securities Corp. Probable bidders on the common: Blyth & Co., Inc.; Lazard Freres & Co.; Kidder, Peabody & Co.; Merrill Lynch, Pierce, Fenner & Smith, Inc.

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Illinois Bell Telephone Co.
March 31, 1961 it was reported that this subsidiary of A. T. & T., plans to offer stockholders in June the right to subscribe to additional common stock on the basis of one new share for each eight shares held. Based on the 33,525,217 shares outstanding on Dec. 31, 1960 this would amount to about 4,190,652 additional shares valued at approximately $84,000,000. **Office** — 212 West Washington St., Chicago 6, Ill. **Underwriter**—None.

Illinois Terminal RR.
Jan. 16, 1961 it was reported that this company plans the sale later this year of about $8,500,000 of first mortgage bonds. **Office**—710 North Twelfth Blvd., St. Louis, Mo. **Underwriter**—Halsey, Stuart & Co. Inc., Chicago.

Indiana & Michigan Electric Co. (5/31)
March 29, 1961 it was reported that this company plans to sell $20,000,000 of 25-year debentures. **Proceeds**—For construction. **Offices** — 2101 Spy Run Avenue, Fort Wayne, Ind., and 2 Broadway, New York City. **Underwriters** — To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co., Inc.; Eastman Dillon, Union Securities & Co.; First Boston Corp.; Harriman Ripley & Co., Inc. **Bids**—To be received on May 31 at 11:30 a.m. (DST). **Information Meeting**—Scheduled for May 26 at 3 p.m. (DST) at American Electric Power Service Corp., 2 Broadway (11th floor) New York City.

Indianapolis Power & Light Co.
According to a prospectus filed with the SEC on Aug 25, 1960, the company plans the sale of about $14,000,000 of additional securities in 1963. **Office** — 25 Monument Circle, Indianapolis, Ind.

Industrial Gauge & Instrument Co.
Oct. 5, 1960 it was reported that 100,000 shares of common stock will be filed. **Proceeds** — Expansion of the business, and for the manufacture of a new product by a subsidiary. **Office**—1947 Broadway, Bronx, N. Y. **Underwriter**—R. F. Dowd & Co. Inc.

Kansas Power & Light Co.
March 15, 1961 it was reported that this company is considering the issuance of $10,000,000 to $15,000,000 of bonds in the third or fourth qarter of 1961. **Proceeds**—For construction. **Office**—800 Kansas Ave., Topeka, Kan. **Underwriter**—First Boston Corp., New York City (managing).

Laclede Gas Co.
Nov. 15, 1960 Mr. L. A. Horton, Treasurer, reported that the utility will need to raise $33,000,000 externally for its 1961-65 construction program, but the current feeling is that it will not be necessary to turn to long-term securities until May 1962. **Office** — 1017 Olive St., St. Louis, Mo.

Long Island Lighting Co.
Jan. 25, 1961 it was reported by Fred C. Eggerstedt, Jr., Assistant Vice-President, that the utility contemplates the issuance of $25,000,000 of 30-year first mortgage bonds probably in the second or third quarter of 1961. **Office**—250 Old Country Road, Mineola, N. Y. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp., and Blyth & Co., Inc. (jointly); W. C. Langley & Co. and Smith, Barney & Co. (jointly).

Macrose Lumber & Trim Co., Inc.
Dec. 20, 1960, it was reported that this company plans a public offering of about 500,000 common shares (par $1) in early 1961. **Office**—2060 Jericho Turnpike, New Hyde Park, L. I., N. Y.

Magnefax Co.
Feb. 21, 1961 it was reported that this company expects to sell 200,000 shares of common stock. **Business**—Manufactures office copying machines. **Office** — Commercial Trust Co. Bldg., Philadelphia, Pa. **Underwriter**—Stroud & Co., Philadelphia, Pa.

Marraud & Co.
March 29, 1961 it was reported that a registration will be filed shortly covering 120,000 shares of common stock. **Business** — Manufacturers cosmetics. **Office** — Boston, Mass. **Underwriter**—McDonnell & Co., New York City.

Massachusetts Electric Co. (6/27)
March 21, 1961 it was reported that the company plans to issue $17,500,000 of first mortgage bonds series F, due 1991. The company recently merged six subsidiaries of New England Electric System and changed its name to the above, from Worcester County Electric Co. **Office**—939 Southbridge Street, Worcester, Mass. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; Merrill Lynch, Pierce, Fenner & Smith, Inc.; Kidder, Peabody & Co., and Coffin & Burr, Inc. **Bids**—To be received on June 27.

Masters Inc.
Jan. 6, 1961 it was reported that this corporation is contemplating its first public financing. **Business**—The operation of a chain of discount houses. **Office**—135-21 38th Avenue, Flushing 54, L. I., N. Y.

McCulloch Corp.
Jan. 9, 1961 it was reported that this corporation will schedule its initial public financing for late 1961 or some time in 1962. **Business**—The corporation manufactures Scott outboard motors and McCulloch chain saws. **Office**—6101 West Century Boulevard, Los Angeles 45, Calif.

Metropolis Bowling Centers Inc.
March 13, 1961 it was reported that this company is planning to sell 192,000 shares of common stock (par 10 cents). **Price**—$5 per share. **Business**—The company has three bowling alleys in operation in New York City. **Proceeds** — To maintain present properties and acquire other bowling centers. **Office**—72 Park Row, New York City. **Underwriters**—Thomas, Williams & Lee, Inc., and Russell & Saxe, Inc., New York City (managing). **Registration**—Imminent. **Offering**—Expected in late April.

Metropolitan Edison Co.
Feb. 1, 1961 it was reported that this subsidiary of General Public Utilities Corp., plans to sell about $10,000,000 of first mortgage bonds and $5,000,000 of debentures in August or September. **Office** — 2800 Pottsville Pike, Muhlenberg Township, Berks County, Pa. **Underwriters** — To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; White, Weld & Co.; Kidder, Peabody & Co. and Drexel & Co. (jointly); Blyth & Co., Inc.

★ **Metropolitan Food Co.**
April 12, 1961 it was reported that this company plans to sell about 500,000 common shares. **Business** — Food distribution. **Proceeds**—For working capital. **Office**—45-10 Second Avenue, Brooklyn, N. Y. **Underwriter**—Brand, Grumet & Siegel, New York (managing). **Registration**—Expected in late April.

Michigan Consolidated Gas Co. (5/23)
March 24, 1961 it was reported that this company plans to sell $30,000,000 of 25-year first mortgage bonds. **Proceeds**—To repay notes and for construction. **Office**—415 Clifford St., Detroit 26, Mich. **Underwriter** — To be determined by competitive bidding. Probable bidders: White, Weld & Co.; Lehman Brothers; and Halsey, Stuart & Co. Inc. **Bids**—To be received in Detroit on May 23 at 10:30 a.m. (DST).

Michigan Wisconsin Pipe Line Co. (6/14)
March 24, 1961 it was reported that this subsidiary of American Natural Gas Co., plans to sell about $30,000,000 of bonds in the first half of 1961. **Proceeds** — For construction. **Office** — 500 Griswold Street, Detroit 26, Mich. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; Blyth & Co., Inc. **Bids**—To be received in suite 4950, 30 Rockefeller Plaza, New York City, on June 14 at 11 a.m. (DST).

Mississippi Power Co. (9/28)
Jan. 4, 1961 it was reported that this subsidiary of The Southern Co., plans to sell publicly $5,000,000 of 30-year bonds and $5,000,000 of preferred stock (par $100). **Proceeds**—For construction and expansion. **Office**—2500 14th St., Gulfport, Miss. **Underwriter**—To be determined by competitive bidding. Previous bidders for bonds were Eastman Dillon, Union Securities & Co., and Equitable Securities Corp. (jointly); Halsey, Stuart & Co. Inc.; Merrill Lynch, Pierce, Fenner & Smith Inc. Previous bidders for preferred stock included Halsey, Stuart & Co. Inc.; Eastman Dillon, Union Securities & Co., and Equitable Securities Corp. (jointly). **Bids**—Expected to be received on Sept. 28.

Mississippi River Transmission Corp.
Feb. 27, 1961, it was reported that this subsidiary of Mississippi River Fuel Corp., plans to sell about $6,500,000 of debentures or bonds in late 1961. **Proceeds**—For the repayment of bank debt. **Office**—9900 Clayton Road, St. Louis, Mo. **Underwriter**—To be named. The last issue of debentures by Mississippi River Fuel Corp., parent, in March 1958 was underwritten by Eastman Dillon, Union Securities & Co., and associates.

● **Missouri Pacific RR (4/18)**
March 28, 1961 it was reported that this company plans to sell $6,000,000 of 1-15 year equipment trust certificates. **Office**—Missouri Pacific Building, St. Louis 3, Mo. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc., and Salomon Brothers & Hutzler. **Bids**—Expected in St. Louis on April 18 at noon (CST)

★ **Missouri Utilities Co.**
April 11, 1961 it was reported that this company plans to sell about 50,000 additional common shares to stockholders in September or October on a 1-for-10 rights basis. **Office**—400 Broadway, Cape Girardeau, Mo. **Underwriter**—To be named. The last five rights offerings to stockholders were underwritten by Edward D. Jones & Co., St. Louis.

Monroe Mortgage & Investment Corp.
Dec. 12, 1960, Cecil Carbonell, Chairman, announced that this company is preparing a "Reg. A" filing covering 150,000 shares of common stock. **Price** —$2 per share. **Business**—The company is engaged in first mortgage financing of residential and business properties in the Florida Keys. **Proceeds**—To expand company's business. **Office**—700 Duval Street, Key West, Fla. **Underwriter**—None. **Registration**—Expected in May.

Monticello Lumber & Mfg. Co.
Jan. 3, 1961 it was reported that this company plans a "Reg. A" filing covering 75,000 shares of common stock. **Price**—$4 per share. **Proceeds**—For equipment, plant expansion and working capital. **Office**—Monticello, N. Y. **Underwriter**—J. Laurence & Co., Inc., 117 Liberty St., New York City.

National Airlines, Inc.
April 3, 1961, G. T. Baker, President, stated that the company plans to sell publicly 400,000 shares of Pan American World Airways, Inc., subject to the approval of the CAB and the SEC. The stock was originally obtained under a Sept. 9, 1958 agreement under which the two carriers agreed to a share-for-share exchange of 400,000 shares and the lease of each others jet planes during their respective busiest seasons. The CAB later disapproved this plan and ordered the airlines to divest themselves of the stock. **Price** — About $20 per share. **Proceeds**—To repay a $4,500,000 demand loan, and other corporate purposes. **Office**—Miami International Airport, Miami 59, Fla. **Underwriter**—Merrill Lynch, Pierce, Fenner & Smith Inc., New York City (managing).

★ **National Radiac, Inc.**
April 11, 1961 it was reported that a "Reg. A" will be filed shortly covering 75,000 shares of common stock. **Price**—$4 per share. **Business** — Manufactures radiation detection equipment. **Office**—Newark, N. J. **Underwriter**—Hardy & Hardy, New York City (managing).

New England Power Co.
Jan 24, 1961 it was reported that this subsidiary of New England Electric System plans to sell $20,000,000 of first mortgage bonds. **Office**—441 Stuart St., Boston 16, Mass. **Underwriters** — To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Kuhn, Loeb & Co.; Equitable Securities Corp., and Blair & Co. (jointly); Merrill Lynch, Pierce, Fenner & Smith Inc., Kidder, Peabody & Co., and White, Weld & Co. (jointly); First Boston Corp.; Lehman Brothers. **Offering**—Expected in October.

New Orleans Public Service, Inc. (5/25)
Nov. 10, 1960 it was reported that an issue of $15,000,000 of first mortgage bonds is expected in May, 1961. **Office**—317 Baronne St., New Orleans, La. **Underwriter**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Lee Higginson Corp., Equitable Securities Corp. and Eastman Dillon, Union Securities & Co. (jointly); Kidder, Peabody & Co. and Stone & Webster Securities Corp. (jointly); White, Weld & Co.; Salomon Brothers & Hutzler. **Bids**—To be received in New York City on May 25 at 11:30 a.m. (DST).

New York Central RR. (5/10)
April 4, 1961 it was reported that this road plans to sell about $4,155,000 of equipment trust certificates. **Office**—466 Lexington Ave., New York 17, N. Y. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc., and Salomon Brothers & Hutzler. **Bids**—To be received on or about May 10.

Northern Illinois Gas Co.
March 22, 1961 it was reported that this company plans to sell about $20,000,000 of common stock through a rights offering to stockholders. **Office**—50 Fox Street, Aurora, Ill. **Underwriters**—To be named. The last rights offering in April, 1954, was underwritten by First Boston Corp., and Glore, Forgan & Co., both of New York City. **Offering**—Expected in June.

Northern Natural Gas Co.
March 15, 1961, the company reported that it expects to raise about $80,000,000 of new money in 1961. Present plans are for issuance of about $30,000,000 of debentures by mid-year and an additional $30,000,000 to $35,000,000 of debentures by year-end. It is also expected that some $12,000,000 to $15,000,000 of common stock will be sold to stockholders through subscription rights in September or October. **Proceeds**—For construction. **Office**—2223 Dodge St., Omaha 1, Neb. **Underwriter** — Blyth & Co., New York City (managing).

★ **Northern Pacific Ry (5/25)**
April 10, 1961 it was reported that this company plans to sell about $6,600,000 of 1-to-15-year equipment trust certificates. **Office**—120 Broadway, New York 5, N. Y. **Underwriter**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc., and Salomon Brothers & Hutzler. **Bids**—To be received on May 25 at noon (DST).

Northern States Power Co. (8/8)
Jan. 10, 1961 it was reported that this company plans to sell $20,000,000 of bonds in the third quarter of 1961. **Offices**—15 So. La Salle Street, Chicago 4, Ill.; 15 So. Fifth Street, Minneapolis 2, Minn.; 111 Broadway, New York 6, N. Y. **Underwriters** — To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Merrill Lynch, Pierce, Fenner & Smith, Inc.; Kidder, Peabody & Co., and White, Weld & Co. (jointly); First Boston Corp. and Blyth & Co., Inc. (jointly). **Bids**—Expected to be received on Aug. 8.

● **Northwestern Public Service So.**
April 3, 1961 the company applied to the FPC for permisison to issue up to $4,000,000 of first mortgage bonds. The company stated that it would sell the full amount if it concurrently redeemed all outstanding $1,500,000 of 5⅞% bonds, otherwise only $2,500,000 of the new bonds would be issued. **Office**—Huron, S. D. **Underwriter**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc., and Kidder, Peabody & Co. **Offering**—Expected in September.

● **Ohio Edison Co. (5/22)**
March 28, 1961 it was reported that this company plans to sell $30,000,000 of bonds. **Office** — 47 North Main Street, Akron 8, Ohio. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Glore, Forgan & Co.; Eastman Dillon, Union Securities & Co., and White, Weld & Co. (jointly); First Boston Corp.; Morgan Stanley & Co. **Bids**—To be received on May 22 at 11:30 a.m. (DST). **Information Meeting**—Scheduled for May 17 at 3:30 p.m. (DST) at the New York Society of Security Analysts, 15 William St., New York City.

Pacific Gas & Electric Co.
March 28, 1961 it was reported that this company plans to offer additional common stock to stockholders on the basis of one share for each 20 shares held. Based on the 17,929,305 shares outstanding on Dec. 31, 1961 this would amount to about 896,465 common shares. **Office**—245 Market Street, San Francisco 6, Calif. **Underwriter**—To be named. The last rights offering on June 17, 1958 was underwritten by Blyth & Co., Inc., New York City.

Pacific Lighting Corp.
Jan. 3, 1961 it was reported by Paul A. Miller, Treasurer that the company will probably go to the market for $30,000,000 to $50,000,000 of new financing in 1961 and that it probably would not be a common stock offering. **Office**—600 California Street, San Francisco 8, Calif.

Pacific Telephone & Telegraph Co.
March 24, 1961 stockholders of this A. T. & T. subsidiary approved a plan to form a new company to be known as the Pacific Northwest Bell Telephone Co. The new con-

cern will acquire the business and properties of the Pacific Telephone-Northwest division which operates in Washington, Oregon, and Idaho. All of the stock of the new company will be owned by Pacific Telephone but "as soon as practicable" it will be offered for sale to Pacific Telephone stockholders at a price to be fixed by the Board of Directors. **Office**—140 New Montgomery Street, San Francisco, Calif. **Underwriter**—The last offering of common stock to shareholders on Feb. 25, 1960 was not underwritten. However, A. T. & T., which owns over 90% of the outstanding shares, exercised its rights to subscribe to its pro rata share of the offering.

Panhandle Eastern Pipe Line Co.
March 8, 1961 it was reported that this company expects to sell about $72,000,000 of debentures in September, subject to FPC approval of its construction program. **Office**—120 Broadway, New York City. **Underwriters**—Merrill Lynch, Pierce, Fenner & Smith Inc., and Kidder Peabody & Co., both of New York City (managing).

Pennsylvania Power Co.
Dec. 14, 1960, it was reported that this company has applied to the SEC for an order under the Holding Company Act, authorizing the issuance of $878,000 of first mortgage bonds, 3¼% series, due 1982. **Proceeds**—For sinking fund purposes. **Office** — 19 E. Washington St., New Castle, Pa. **Underwriter** — To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Kidder, Peabody & Co.; White, Weld & Co.; Equitable Securities Corp., and Shields & Co. (jointly); Lehman Brothers; Merrill Lynch, Pierce, Fenner & Smith Inc., and Dean Witter & Co. (jointly).

★ **Pennsylvania Power & Light Co.**
April 11, 1961 it was stated in the 1960 annual report that this utility expects to spend $140,000,000 on new construction in the 1961 to 1965 period, of which about $56,000,000 will have to be raised through the sale of securities. However, the company now sees no necessity for the sale of equity securities, but expects to convert its present $35,000,000 of bank loans to long-term debt when securities market conditions are favorable. **Office**—9th and Hamilton Streets, Allentown, Pa. **Underwriters**—To be named. The last four bond issues were sold privately. The last public offering of bonds on Oct. 4, 1945 was underwritten by Smith, Barney & Co.; First Boston Corp.; Dillon, Read & Co., Inc., and associates.

Public Service Co. of Colorado
Dec. 2, 1960, W. D. Virtue, treasurer, stated that company plans the sale of about $20,000,000 of common stock to be offered stockholders through subscription rights in mid-1961. **Proceeds**—For expansion. **Office**—900 15th St., Denver, Colo. **Underwriter** — Last equity financing handled on a negotiated basis by First Boston Corp.

Public Service Electric & Gas Co. (6/6)
March 22, 1961 it was reported that this company plans to sell about 900,000 shares of common stock, subject to the approval of the New Jersey Public Service Commission. **Proceeds** — For construction. **Office** — 80 Park Place, Newark, N. J. **Underwriter** — Merrill Lynch, Pierce, Fenner & Smith Inc., New York City (managing).

Radiation Applications, Inc.
Jan. 17, 1961 it was reported that this company is considering a public offering of stock in 1962. **Business**—Develops plastic and chemical materials for the electronics and missile industries, and performs extensive research and development in the fields of atomic energy, extractive metallurgy, plastics, and electrical insulation. Schenley Industries, Inc., owns about 36% of the outstanding stock. **Office**—Long Island City, N. Y. **Underwriter**—To be named. Hayden, Stone & Co., New York, recently handled a private placement of the company's stock.

Rochester Gas & Electric Corp.
Jan. 24, 1961 the company stated it plans to issue about $15,000,000 of 30-year bonds in September. **Proceeds**—For construction. **Underwriter** — To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Kidder, Peabody & Co., White, Weld & Co. and Shields & Co. (jointly); Kuhn, Loeb & Co.; Salomon Bros. & Hutzler, Eastman Dillon, Union Securities & Co., and Equitable Securities Corp. (jointly); Blyth & Co., Inc.; The First Boston Corp

Silo's Discount House
Jan. 9, 1961 it was reported that this retail chain is contemplating its first public financing. **Office**—Philadelphia, Pa.

Sony Corp.
Feb. 21, 1961 it was reported that this company plans to sell 2,000,000 common shares in the U. S., this summer. A registration statement covering the proposed offering will be filed with the SEC. **Business**—The company is a major producer of electronic consumer goods such as tape recorders, transistor radios and television sets. **Office**—Tokyo, Japan. **Underwriter**—To be named.

Southern Electric Generating Co. (6/15)
Jan. 4, 1961 it was reported that this company, jointly owned by Alabama Power Co., and Georgia Power Co. both in turn controlled by The Southern Co., plans the public sale of $25,000,000 first mortgage bonds due June 1, 1992. **Proceeds**—For expansion. **Office**—600 North Eighteenth St., Birmingham 3, Ala. **Underwriters**—To be determined by competitive bidding. Previous bidders included Merrill Lynch, Pierce, Fenner & Smith Inc., and Blyth & Co., Inc., (jointly); Morgan Stanley & Co., White, Weld & Co., and Kidder, Peabody & Co. (jointly); Eastman Dillon, Union Securities & Co., Equitable Securities Corp. and Drexel & Co. (jointly); First Boston Corp.; and Halsey, Stuart & Co. Inc. **Registration**—Expected about May 8. **Bids**—To be received at 11 a.m. on June 15.

Southern Natural Gas Co.
Oct. 28, 1960 it was reported by Mr. Loren Fitch, company comptroller, that the utility is contemplating the sale of $35,000,000 of 20-year first mortgage bonds sometime in 1961, with the precise timing depending on market conditions. **Proceeds** — To retire bank loans. **Office**—Watts Building, Birmingham, Ala. **Underwriter**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; First Boston Corp.; Blyth & Co. and Kidder, Peabody & Co. (jointly).

Southern Railway Co.
Nov. 21, 1960 stockholders approved the issuance of $33,000,000 of new bonds. The issuance of an unspecified amount of additional bonds for other purchases was also approved. **Proceeds** — For general corporate purposes, including the possible acquisition of Central of Georgia Ry. **Office**—Washington, D. C. **Underwriter**—Halsey, Stuart & Co. Inc., will head a group that will bid on the bonds.

Swift & Co.
Feb. 7, 1961 it was reported that stockholders voted Jan. 26 to authorize the company to issue up to $35,000,000 of convertible debentures, and to increase authorized common from 6,000,000 to 8,000,000 shares to provide additional underlying shares for the proposed convertible issue. **Proceeds**—For expansion and working capital. **Office**—Union Stock Yards, Chicago 9, Ill. **Underwriter**—To be named. The last issue of debentures in October 1958 was placed privately through Salomon Bros. & Hutzler, New York City.

Texas Bank & Trust Co. (Dallas)
March 15, 1961, it was reported that stockholders are to vote April 13, on increasing the authorized $10 par stock to provide for sale of 50,000 shares to stockholders on the basis of one new share for each six shares held. **Price** — $25 per share. **Proceeds** — To increase capital. **Office**—Main and Lamar Streets, Dallas, Texas. **Underwriter**—None.

Texas Gas Transmission Corp.
Jan. 11, 1961 it was reported that this company plans to sell $10,000,000 to $15,000,000 of bonds in the third quarter of 1961. **Office**—416 West Third Street, Owensboro, Ky. **Underwriter**—Dillon, Read & Co., New York City.

Thorough-Bred Enterprises, Inc.
March 16, 1961 it was reported that this company plans to sell 85,000 shares of common stock (par 10 cents). **Price** — $4 per share. **Business** — Operates a breeding farm for thoroughbred horses. **Proceeds**—For building a barn, purchasing land and acquiring additional horses. **Office**—Biscayne Boulevard, Miami, Fla. **Underwriter**—Sandkuhl Company, Inc., Newark, N. J., and New York City.

Traid Corp.
Jan. 4, 1961 it was reported that this company is contemplating some new financing. No confirmation was available. **Business**—The company specializes in airborne photo instrumentation and manufactures aircraft motion picture cameras and accessory items. **Office** — Encino, Calif. **Underwriter**—Previous financing was handled by D. A. Lomasney & Co., New York City.

Trunkline Gas Co.
March 8, 1961 it was reported that this subsidiary of Panhandle Eastern Pipe Line Co., expects to sell about $50,000,000 of bonds or preferred stock in September. **Office**—120 Broadway, New York City. **Underwriters**—Merrill Lynch, Pierce, Fenner & Smith Inc., and Kidder, Peabody & Co., both of New York City (managing).

Union Electric Co.
Jan. 19, 1961 it was reported that this company plans to sell $20,000,000 to $30,000,000 of preferred in late 1961. **Proceeds**—For expansion of facilities. **Office** — 315 N. 12th Blvd., St. Louis, Mo. **Underwriter** — To be determined by competitive bidding. The last sale of preferred in November 1949 was underwritten by First Boston Corp.; Dillon, Read & Co., Lehman Brothers; White, Weld & Co. and Shields & Co. (jointly); and Blyth & Co.

United Aircraft Corp.
Feb. 15, 1961 it was reported that this company is considering issuance of $50,000,000 of bonds to replace a seven-year term loan. **Office**—400 Main St., East Hartford, Conn. **Underwriter**—To be named. The company has never issued bonds, but its last offering of preferred stock on Sept. 17, 1956 was underwritten by Harriman Ripley & Co., Inc., New York and associates.

Universal Oil Products Co.
Jan. 17, 1961 it was reported that this company may require financing either through bank borrowings or the sale of debentures in order to further expansion in a major field which the company would not identify. No decision has been made on whether the product, named "Compound X," will be produced. **Business**—The company is a major petroleum and chemical research and process development concern. **Office**—30 Algonquin Rd., Des Plaines, Ill. **Underwriter**—To be named. The company has never sold debentures before. However, the last sale of common stock on Feb. 5, 1959 was handled by Lehman Brothers, Smith, Barney & Co., and Merrill Lynch, Pierce, Fenner & Smith Inc., all of New York City.

Vinco Corp.
Feb. 20, 1961 it was reported that this company plans to sell $2,000,000 of convertible bonds. **Business**—The manufacture of precision parts and subassemblies for aircraft, missile and other industries. The company also produces guages and measuring instruments. **Proceeds**—For expansion and acquisition. **Office** — 9111 Schaefer Highway, Detroit, Mich. **Underwriter**—S. D. Fuller & Co., New York City.

★ **Virginia Chemical & Smelting Co.**
April 11, 1961 it was reported that a registration statement will be filed with the SEC shortly, covering some $2,000,000 of common stock, of which part will be offered for the account of selling stockholders and the balance for the company. **Office** — Norfolk, Va. **Underwriter**—White, Weld & Co., New York City (managing).

Virginia Electric & Power Co. (6/13)
Jan. 17, 1961 the company announced plans to sell $30,000,000 of first mortgage bonds. **Office**—Richmond 9, Va. **Underwriter**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; Stone & Webster Securities Corp.; Eastman Dillon, Union Securities & Co.; Salomon Bros. & Hutzler; Goldman, Sachs & Co. **Bids**—Scheduled for June 13 at 11 a.m. (DST). **Information Meeting**—Scheduled for June 8 at 11 a.m. (DST) at the Chase Manhattan Bank, One Chase Plaza, New York City.

Virginia Electric & Power Co. (12/5)
March 23, 1961, the company announced plans to sell $15,000,000 of securities, possibly bonds or debentures. **Office** — Richmond 9, Va. **Underwriters** — To be determined by competitive bidding. **Probable bidders**: Halsey, Stuart & Co. Inc.; Stone & Webster Securities Corp.; Eastman Dillon, Union Securities & Co.; Salomon Brothers & Hutzler; Goldman, Sachs & Co. **Bids**—To be received on Dec. 5, 1961.

Walter (Jim) Corp.
April 4, 1961 it was reported that this company plans to sell about $20,000,000 of debentures. **Business**—The company constructs shell homes, provides credit life insurance on home mortgages and operates a chain of small loan companies. **Office**—1500 North Dale Mabry Highway, Tampa, Fla. **Underwriters**—To be named. The last sales of debentures were handled by Carl M. Loeb, Rhoades & Co., Alex. Brown & Sons and Prescott Shepard & Co. **Registration**—Imminent.

★ **West Coast Telephone Co.**
April 11, 1961 it was stated in the 1960 annual report that the company plans to spend $12,000,000 for new construction in 1961, most of which is expected to be raised by the sale of securities. **Office**—1714 California St., Everett, Wash. **Underwriter**—To be named. The last sale of bonds and preferred stock in May and July 1960 was done privately. The last sale of common on Sept. 16, 1960 was underwritten by Blyth & Co., Inc., New York City.

West Penn Power Co.
Feb. 10, 1961, J. Lee Rice, Jr., President of Allegheny Power System, Inc., parent company, stated that West Penn expects to sell about $25,000,000 of bonds in 1962. **Office** — 800 Cabin Hill Dr., Hempfield Township, Westmoreland County, Pa. **Underwriters**—To be determined by competitive bidding. Probable bidders: Halsey, Stuart & Co. Inc.; W. C. Langley & Co.; Lehman Brothers, Eastman Dillon, Union Securities & Co. and First Boston Corp. (jointly); Harriman Ripley & Co.; Kidder, Peabody & Co. and White, Weld & Co. (jointly).

Western Union Telegraph Co.
Feb. 28, 1961 it was reported that the FCC has approved the company's plan to transfer its Atlantic cable system to a newly organized company, Western Union International, Inc. The plan provides for the issuance by Western Union International of about $4,000,000 of subordinated debentures and 400,000 shares of class A stock to be offered to stockholders of Western Union Telegraph Co. in units of $100 of debentures and ten shares of stock. In addition, American Securities Corp., New York City, would purchase from Western Union International about 133,000 additional shares of class A stock giving American Securities ownership of approximately 25% of the outstanding class A stock of WUI. Then Western Union Telegraph would purchase 250,000 shares of class B stock for $100,000 and WUI would sell $4,500,000 of debentures or bonds. **Office**—60 Hudson St., New York City. **Underwriter**—American Securities Corp. (managing).

Wisconsin Power & Light Co.
Jan. 19, 1961 it was reported that this company plans to sell about $6,500,000 of preferred stock in the third quarter of 1961. **Proceeds**—For expansion. **Underwriters**—The last sale of preferred stock in May, 1958 was handled by Smith, Barney & Co., New York and Robert W. Baird & Co., Inc., Milwaukee (jointly).

Wisconsin Southern Gas Co.
Dec. 12, 1960 it was reported in a company prospectus that an undetermined amount of capital stock or bonds will be sold in 1961-1962. **Proceeds**—For the repayment of short-term bank loans incurred for property additions. **Office**—Sheridan Springs Road, Lake Geneva, Wis. **Underwriter** — The Milwaukee Co., Milwaukee, Wis. (managing).

Zayre Corp.
March 24, 1961, Stanley H. Feldberg, President, stated that this company may require additional financing in the near future. The type of security to be sold has not been decided upon but the company is considering the issuance of debentures or common stock. **Business**—The operation of self-service discount department stores, principally in the east and south. **Proceeds**—For expansion. **Office**—Natick, Mass. **Underwriter**—To be named.

Dividend Notices Appear On Page 16.

WASHINGTON AND YOU

BEHIND-THE-SCENES INTERPRETATIONS FROM THE NATION'S CAPITAL

WASHINGTON, D. C.—A young business man-attorney about 35 years old, living in a large Southern city, telephoned a friend in the nation's Capitol the other day.

"I would like to request a favor," he said. "My firm has about $2,000,000 invested in Mexico. We are very much worried at the wave of anti-Americanism that is cropping up in Mexico by the Communists who are trying to spread the Castro revolution in that country.

"I'm flying in tonight, and I would like to have a conference at the State Department and with other Washington authorities. We are worried, because that $2,000,000 investment is nearly all the capital investments we have."

The appeal of this young United States businessman for a conference and his apprehension, is a symbol of what is taking place all over the country today. People with investments in Latin America are worried and with reason.

The time has arrived when every North American should become more Latin America minded. Not only is our economic progress from here on linked directly with Latin America, but so is our national security.

Children the Target

The Cuban revolution has opened millions of eyes in this country. At this very moment the Communists in Russia and Cuba — are trying to get a tremendous anti-United States propaganda wave started in Mexico. They are making some headway.

Indicative of this is the fact that recently all eighth grade pupils in Mexico City's schools were assigned to write a theme on "The New Cuba." Authoritative information in Washington reported that an official of the Department of Education in Mexico City signed the order. Teachers informed pupils that they could go to the Cuban Embassy in Mexico City and get their research material.

Arriving at the embassy the pupils found the material all ready to be distributed. It included many of Fidel Castro's strongest speeches of denunciation of the United States.

Many people in this country have maintained and continue to maintain that we do not need Latin America, but Latin America needs us. The truth is we need the friendship of Latin America, and vice versa. Our geographical position points up these facts. For instance Cuba is only 90 miles away from Florida.

Two-Way Street

President Kennedy and his Administration, as did the Eisenhower Administration, realize that our cooperation with Latin America is now one of our foremost foreign policy projects. The President has not indicated as yet when he will make a Good Neighbor visit to Latin America, but it would seem certain that he will pay such a visit in due time.

Of course, economic cooperation with Latin America is not a one-way street. The people of those countries must make some efforts and sacrifices to bring their standard of living up the ladder.

There is a certain amount of resentment against the United States in Latin America. Perhaps there will always be some hostility, but we should make the best of our relations with our neighbors.

Communist Threat

The population of Latin America today is greater than the United States and Canada combined, and the population south of the border is growing faster than in this country. The 1960 U. S. population was about 180,000,000, while the total population of the 21 Latin American countries was 197,350,000.

Brazil, with 66,000,000 people, is the largest Latin American country; Mexico second with 34,600,000, and Argentina third with 21,000,000.

But the growing Communism in Latin America is cause for alarm, not only to the particular young businessman from the Far South who called Washington a few days ago, but to many others, and to the government in Washington. The United States investors in other Latin American countries point to what happened in Cuba, where the Castro Government has confiscated a billion and a half-dollars worth of property of United States citizens without compensation.

Cuba is in the strong hands of the Communists, but there is hope—and strong hope at that—that the day is coming when Castro will be tossed out, and a new regime will restore order out of chaos and improve the lot of the people of Cuba.

CED's Report

The Committee for Economic Development, after a two-year study of economic and social progress in Latin America, said a few days ago that it is urgent that we make progress in developing policy here at home and in implementing programs in cooperation with Latin America. The statement growing out of the lengthy research work was released by a subcommittee headed by Thomas D. Cabot, Chairman of the Cabot Corporation of Boston, and by T. V. Houser, Director of Sears, Roebuck and Company.

The statement, titled "Cooperation for Progress in Latin America," said that "economic and social progress in many countries of Latin America will require radical, even revolutionary, changes of some of the institutions that now exist there.

"But a revolution of the Castro type," said the statement, while it may be able to achieve some needed reforms, is not a route to development. Development requires incentive, opportunity and talent in an environment that will attract or produce capital. The Castro revolution perpetuates civil war, drives out talent and frightens away capital. Moreover, it destroys the fundamental human liberties that were Castro's own rallying cry when he first challenged the Batista dictatorship."

Our country should act promptly in making available an initial contribution of $500,000,000 for a special Inter-American fund for Social Progress as outlined at the Bogota Conference. This fund would be administered primarily by the Inter-American Development Bank. It would supply capital and technical assistance for local government efforts to aid in social progress.

If the fund proves to be of as much value as some people in authority believe it will be, perhaps our government will want to increase the funds.

Poor Teacher

Latin America's biggest export is petroleum. Coffee is second. Venezuela supplies most of the oil exports. Coffee exports run from 50% to 75% of the total exports of Brazil, Colombia, Costa Rica, El Salvador, Guatemala, and Haiti.

The United States is the largest importer of coffee of any country in the world. At this time there is a lot more coffee being produced than can be marketed. Apparently the best solution to the coffee problem is to reduce the output.

The United States is not in position to tell or even suggest too strongly what Latin America should do about its own over-production of coffee. After years of experience, and the expenditures of hundreds of millions of dollars of taxpayers' funds, we have utterly failed so far in solving our own agricultural production problems.

Nevertheless, it seems that the subcommittee for the Committee for Economic Development, is on firm ground when it recommends that the United States support the efforts of Latin American coffee producers to get European countries to reduce their burdensome excise taxes on coffee and soften the tariff discrimination in Europe.

There are other commodity problems in Latin America besides coffee, but coffee is the biggest by far and the most important, because it affects more countries and their economies.

The major subject affecting United States investors and would-be investors in Latin America at this time is the expropriation of property by radical governments and reformers. The time may come when our government will have to do much more than it is now doing to encourage the risk of investments in some Latin American countries.

[This column is intended to reflect the "behind the scene" interpretation from the nation's Capital and may or may not coincide with the "Chronicle's" own views.]

"You've been promoted, Workhorse, you're now the third pushbutton on the right!"

With Amos C. Sudler

(Special to THE FINANCIAL CHRONICLE)

DENVER, Colo. — Twyphord R. Curry is now connected with Amos C. Sudler & Co., 818 17th Street. He was formerly with J. R. Holt & Co.

Named Directors

Alfred D. Hendrickson and James J. McKeever have been elected to the Board of Directors, Van Strum & Towne, Inc., according to an announcement made by Samuel R. Campbell, President.

Mr. Hendrickson is Vice-President and Manager of Van Strum & Towne's San Francisco office and a director of the firm's parent organization, Channing Corporation, a holding and operating company with financial and insurance divisions.

Mr. McKeever is Vice-President in charge of portfolio management (New York) and a member of the firm's investment board.

COMING EVENTS

IN INVESTMENT FIELD

April 12-14, 1961 (Houston, Tex.) Texas Group Investment Bankers Association of America 26th annual convention at Shamrock Hilton Hotel.

April 21, 1961 (New York, N. Y.) Security Traders Association of New York annual dinner at the Grand Ballroom of the Waldorf-Astoria.

April 29-May 3, 1961 (Richmond, Va.) National Federation of Financial Analysts Societies 14th annual convention at the John Marshall Hotel.

May 1-3, 1961 (Philadelphia, Pa.) National Association of Mutual Savings Banks 41st annual conference at the Penn-Sheraton Hotel.

May 4-5, 1961 (Nashville, Tenn.) Security Dealers of Nashville Annual Spring party—dinner May 4 at the Hillwood Country Club, outing May 5 at the Belle Meade Country Club.

May 8-9, 1961 (St. Louis, Mo.) Association of Stock Exchange Firms — Spring meeting of the Board of Governors.

May 19, 1961 (New York, N. Y.) STANY Glee Club 7th annual dinner dance at the Waldorf-Astoria Hotel.

June 2, 1961 (New York City) Bond Club of New York annual outing at Sleepy Hollow Country Club.

June 8, 1961 (Cedar Rapids, Iowa) Iowa Investment Bankers Association annual Field Day at the Cedar Rapids Country Club (preceded June 7 by a cocktail party and dinner reception at the Roosevelt Hotel).

June 15, 1961 (New York City) Investment Association of New York annual outing at Sleepy Hollow Country Club.

June 22-25, 1961 (Canada) Investment Dealers Association of Canada annual meeting at Jasper Park Lodge.

Oct. 9-10, 1961 (Denver, Colo.) Association of Stock Exchange Firms, Fall meeting of Board of Governors at the Brown Palace Hotel.

Oct. 15-18, 1961 (San Francisco, Calif.) American Bankers Association annual convention.

Oct. 16-20, 1961 (Palm Springs, Calif.) National Security Traders Association Annual Convention at the Palm Springs Riviera Hotel.

Nov. 26-Dec. 1, 1961 (Hollywood, Fla.) Investment Bankers Association Annual Convention at Hollywood Beach Hotel and the Diplomat Hotel.